

FIG. 1A

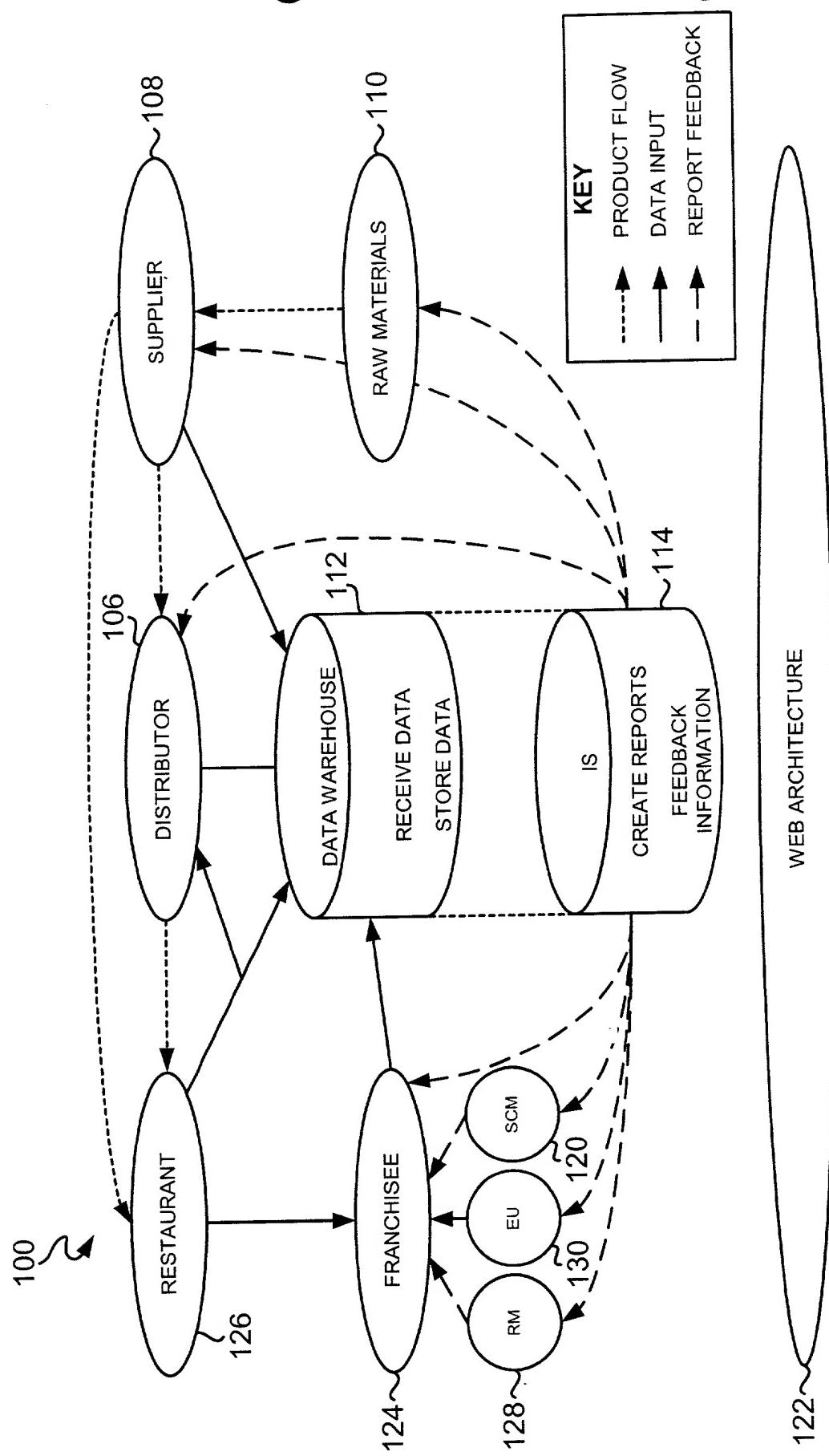


FIG. 1B

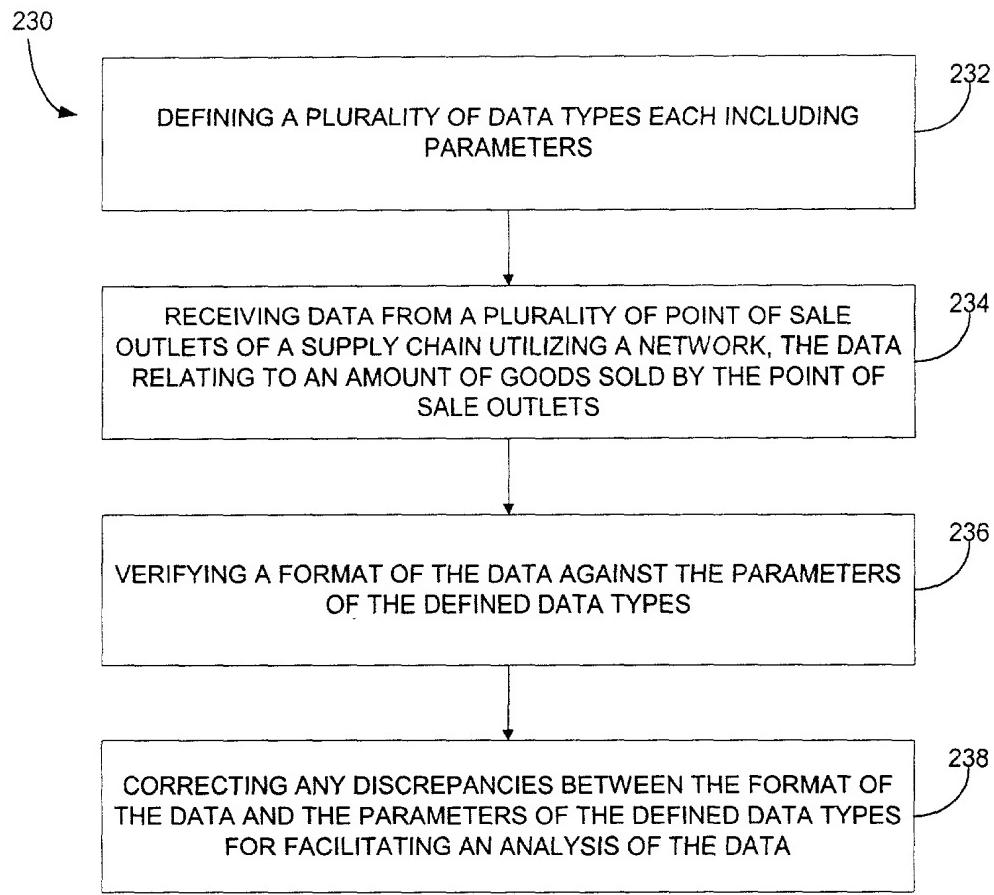


FIG. 2

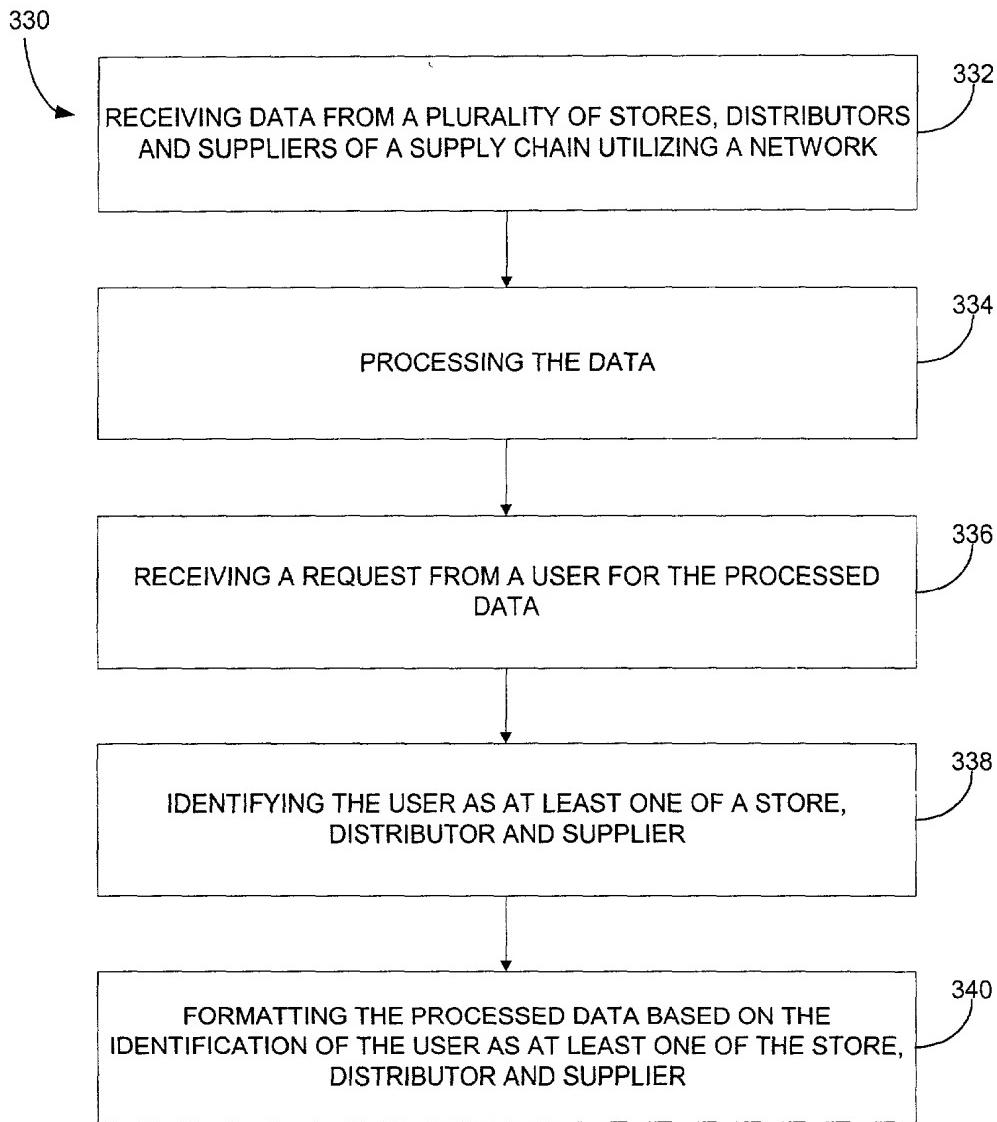


FIG. 3

0 1 2 3 4 5 6 7 8 9

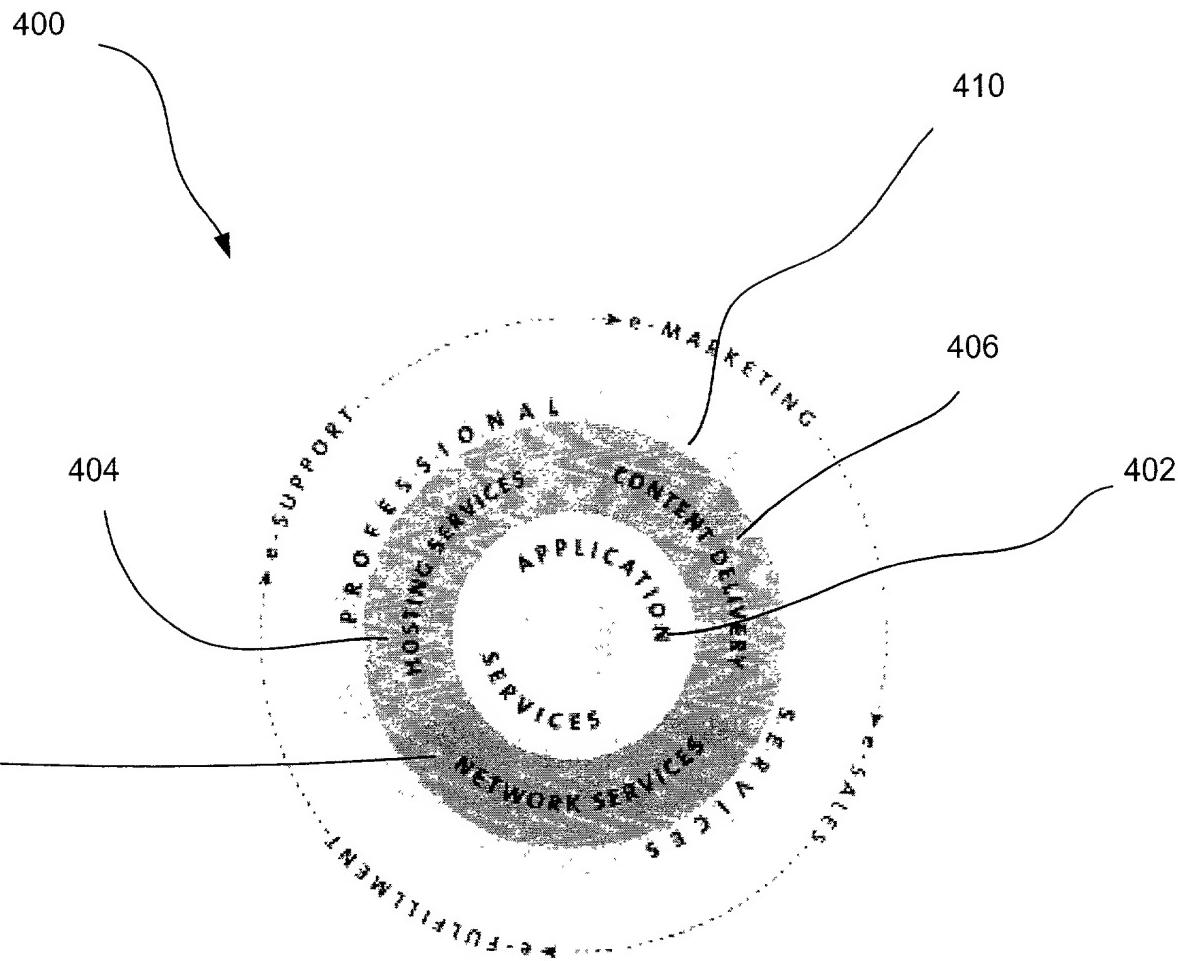


Fig. 4

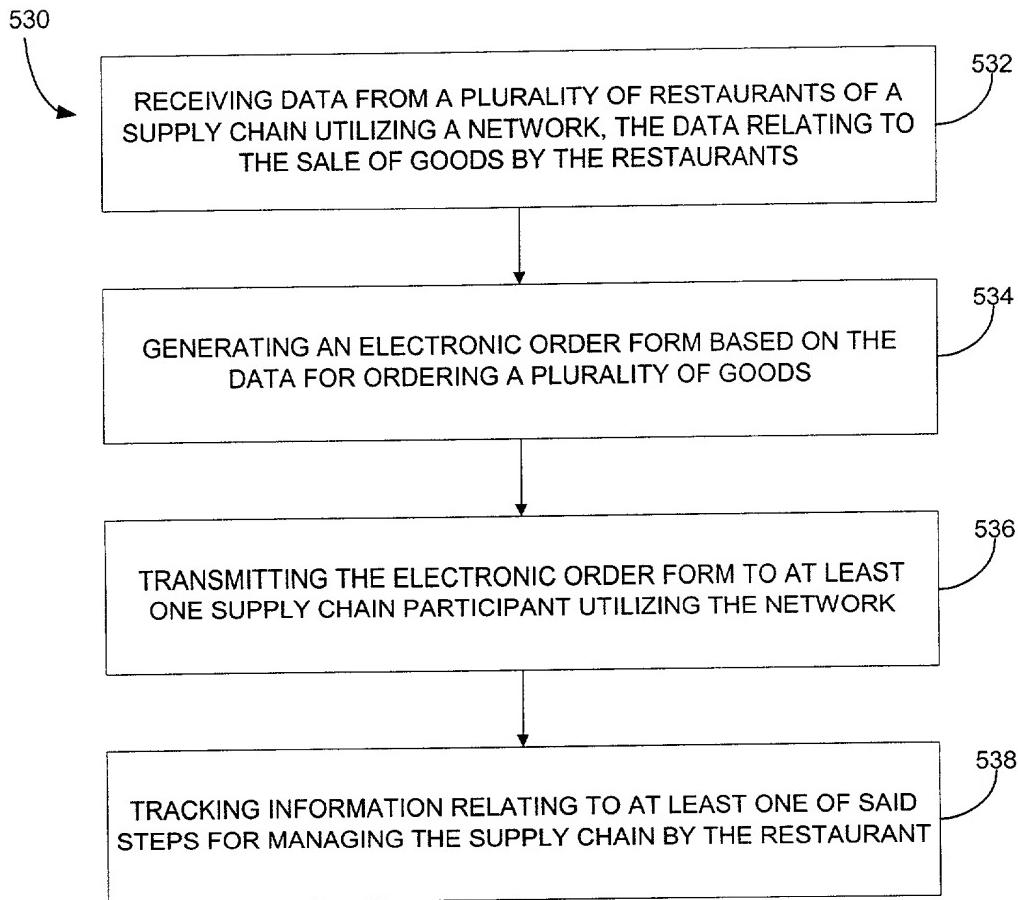


FIG. 5

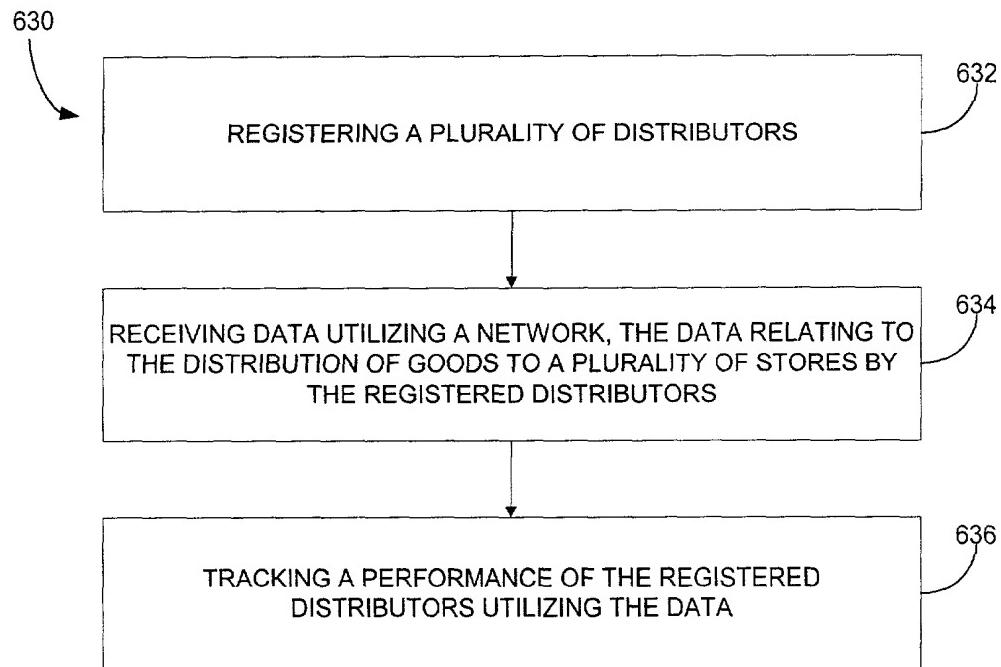


FIG. 6

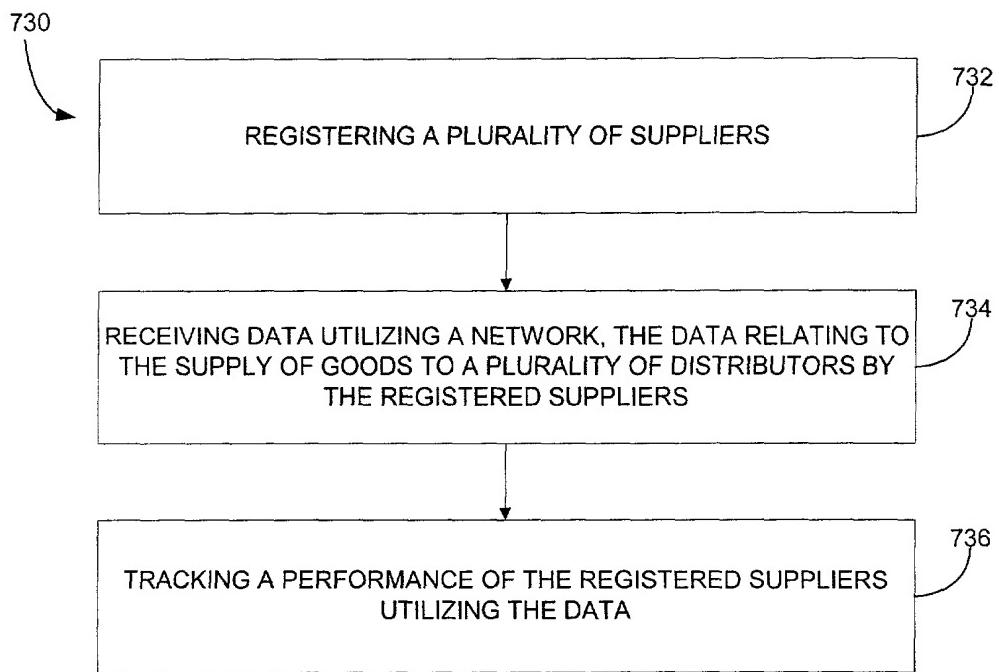


FIG. 7

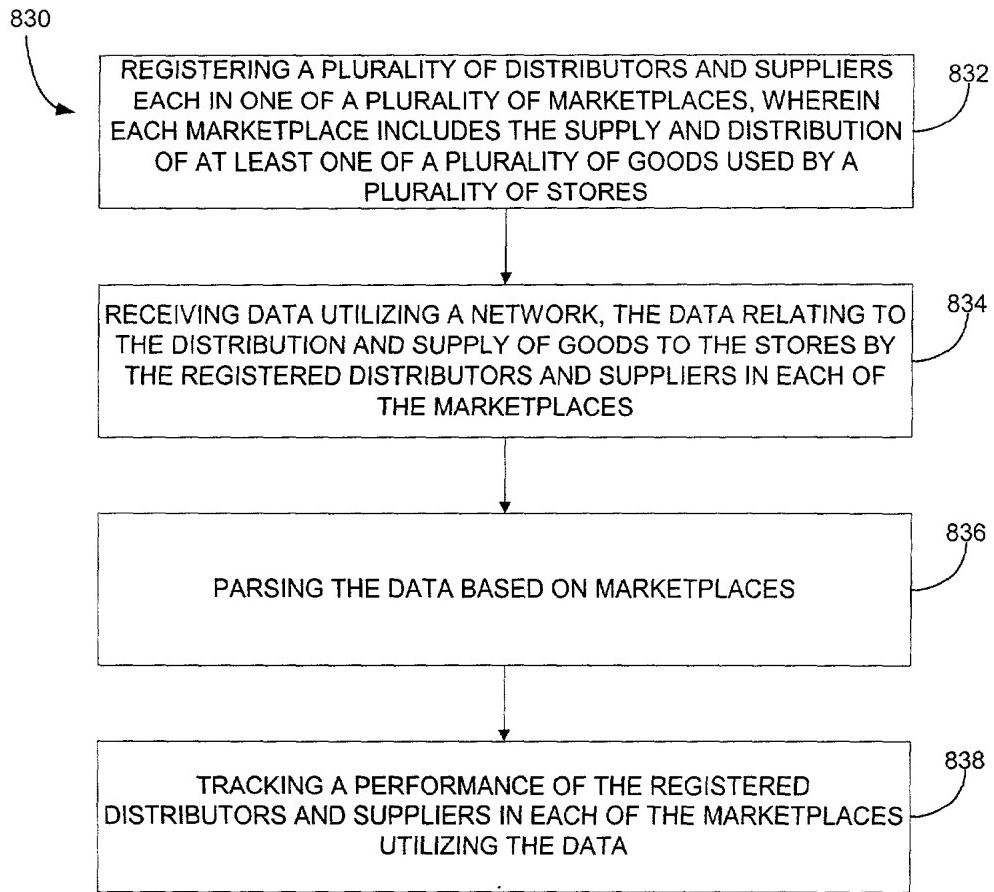


FIG. 8

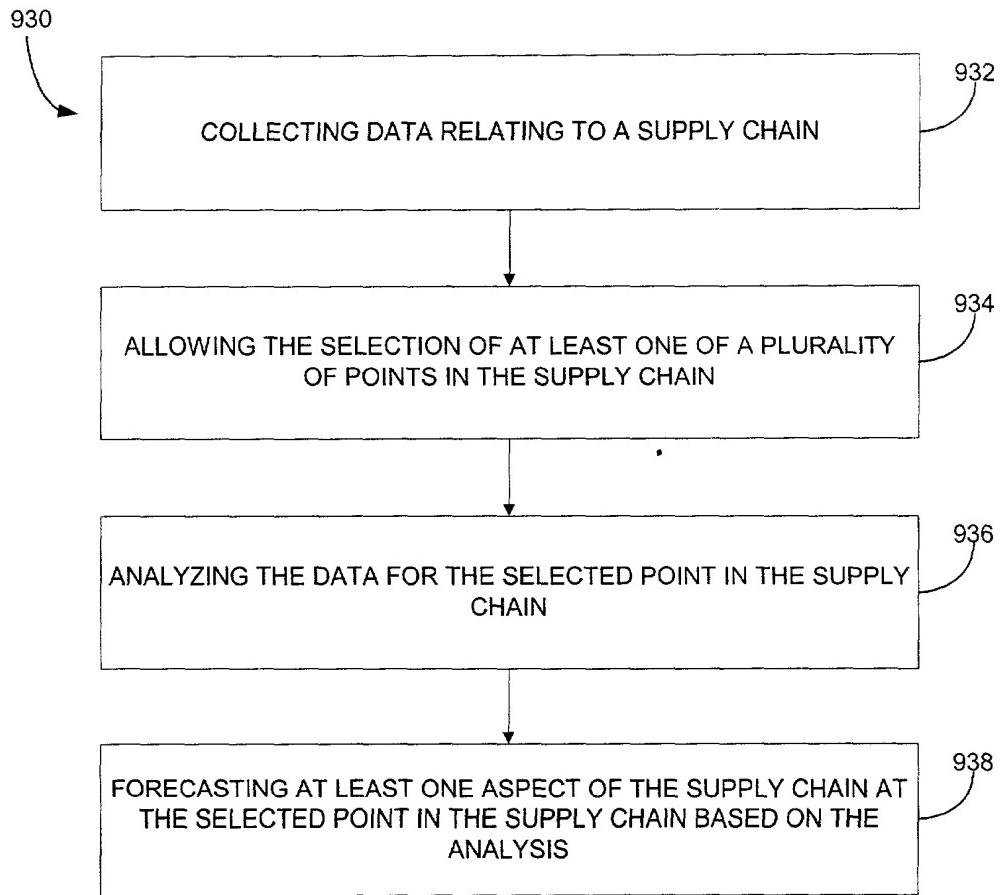


FIG. 9

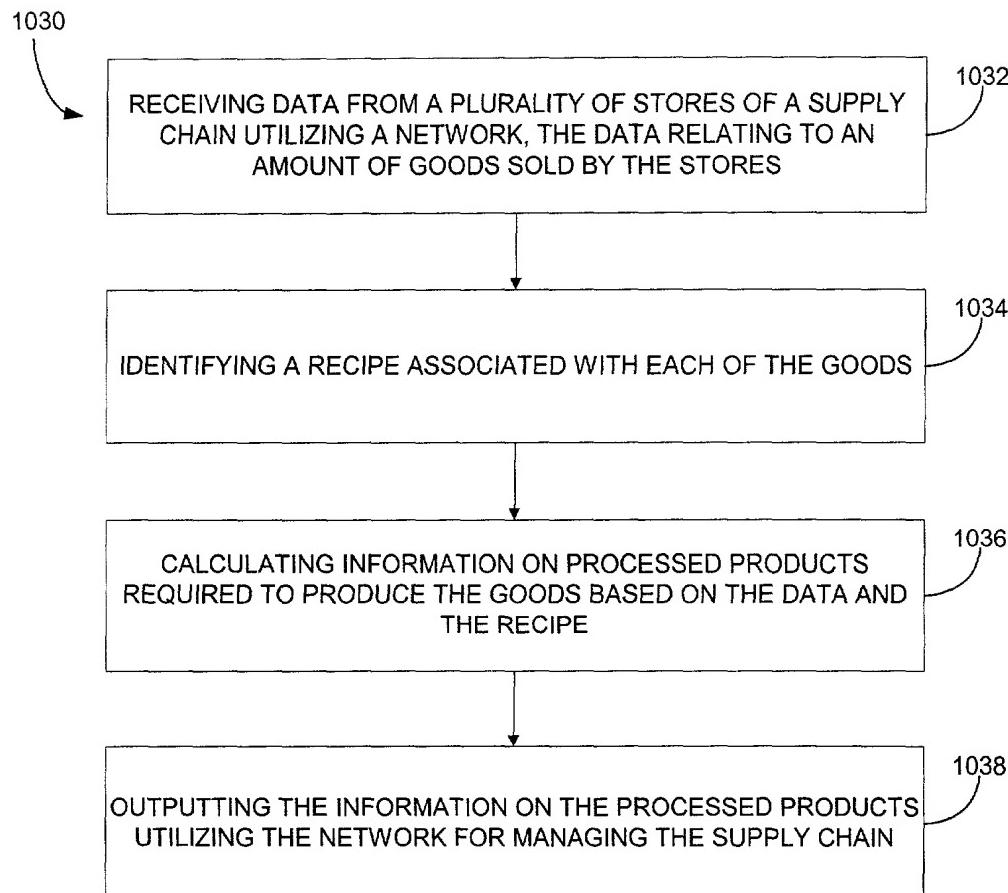


FIG. 10

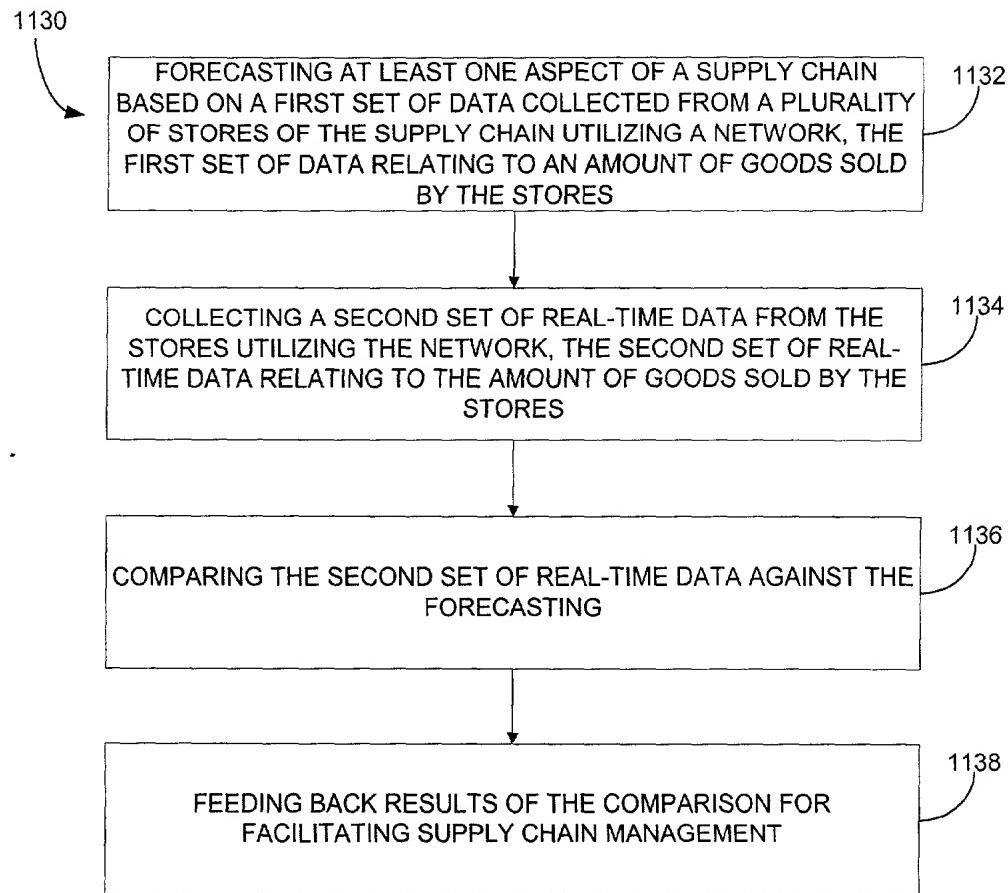


FIG. 11

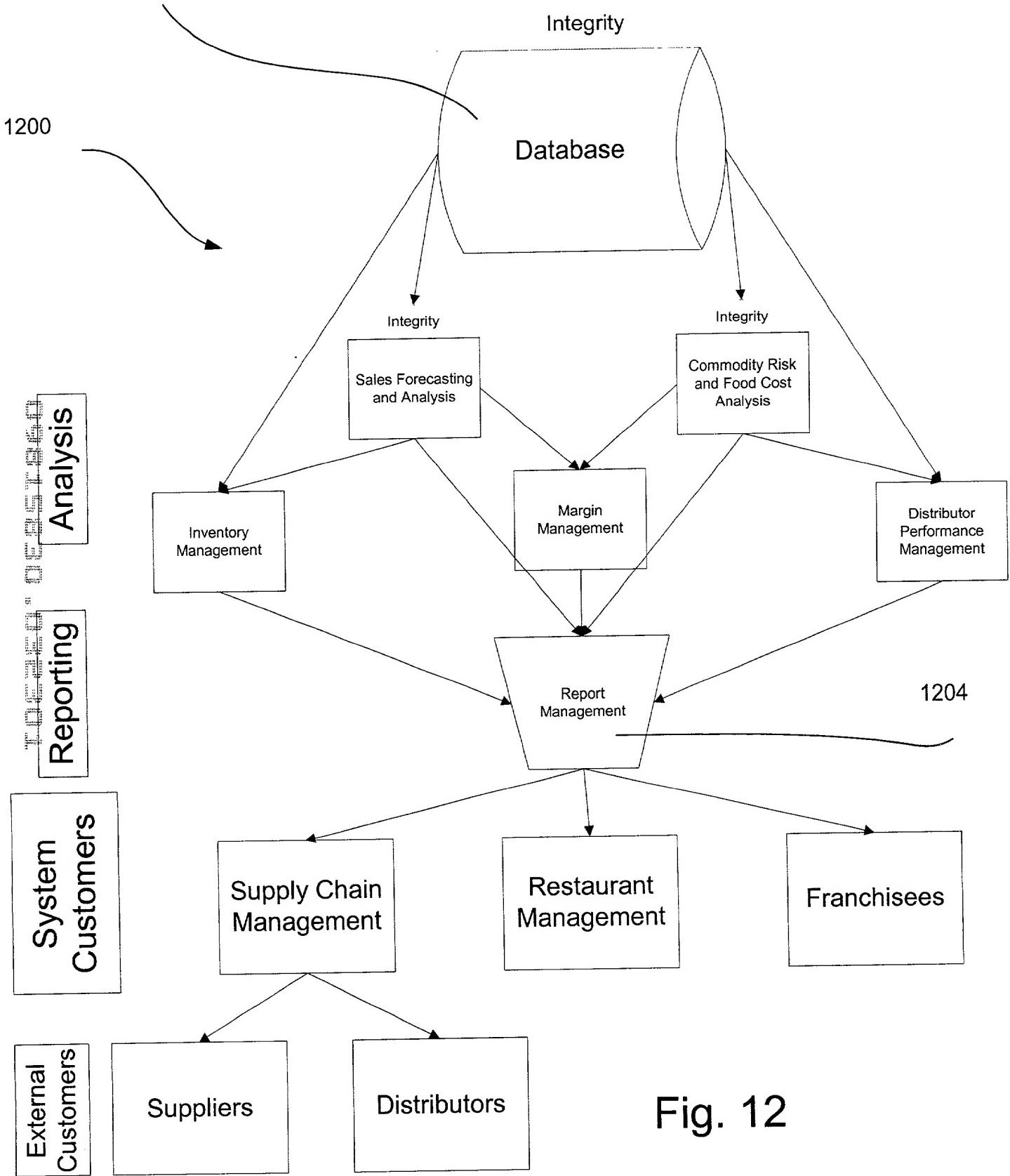


Fig. 12

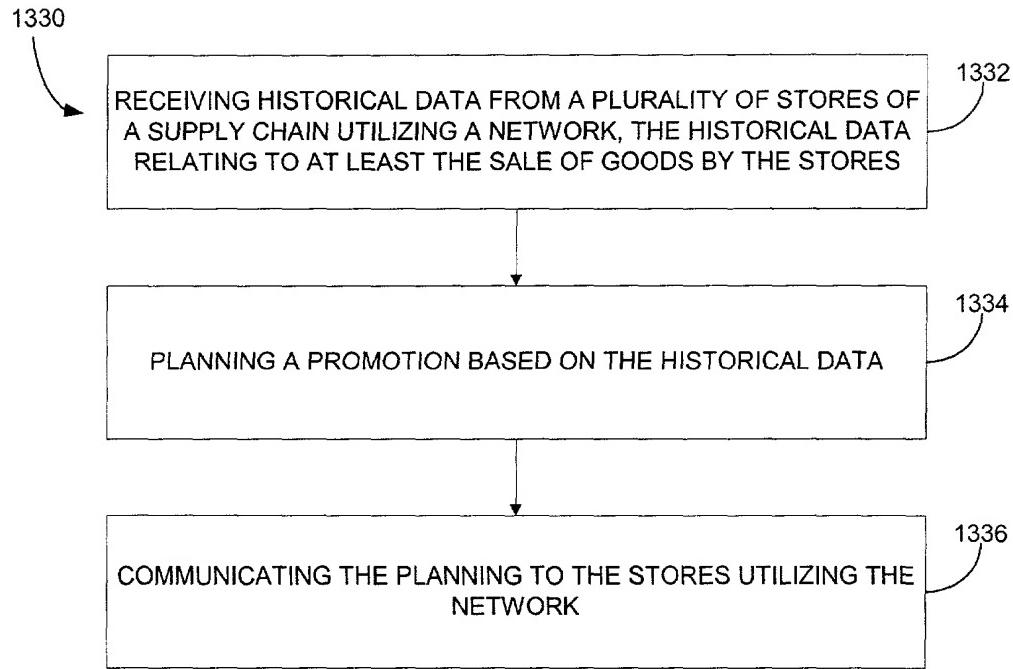


FIG. 13

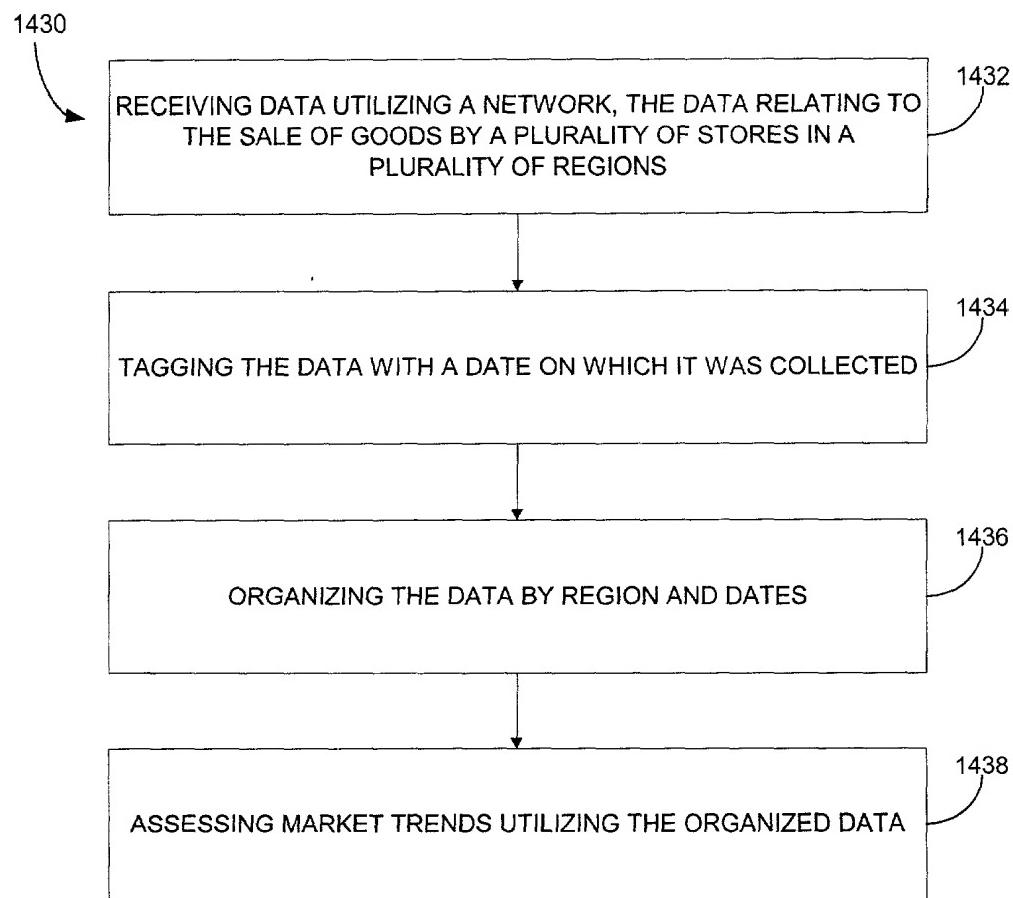


FIG. 14

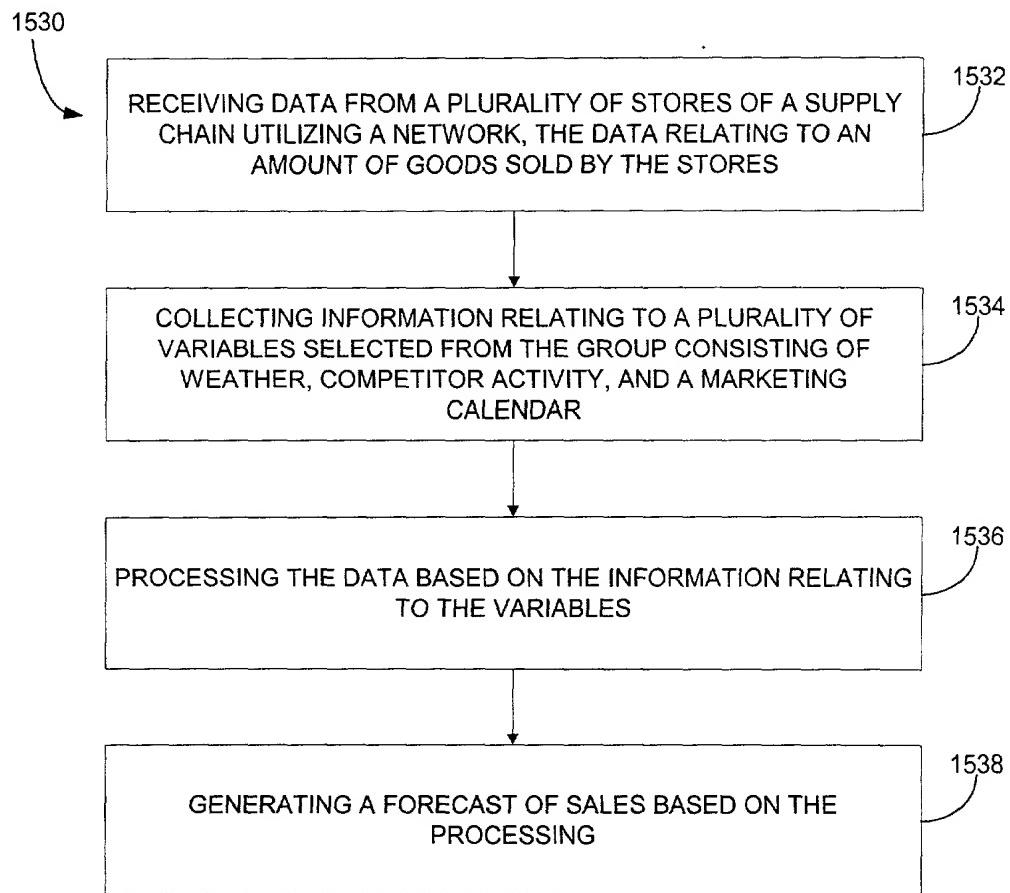


FIG. 15

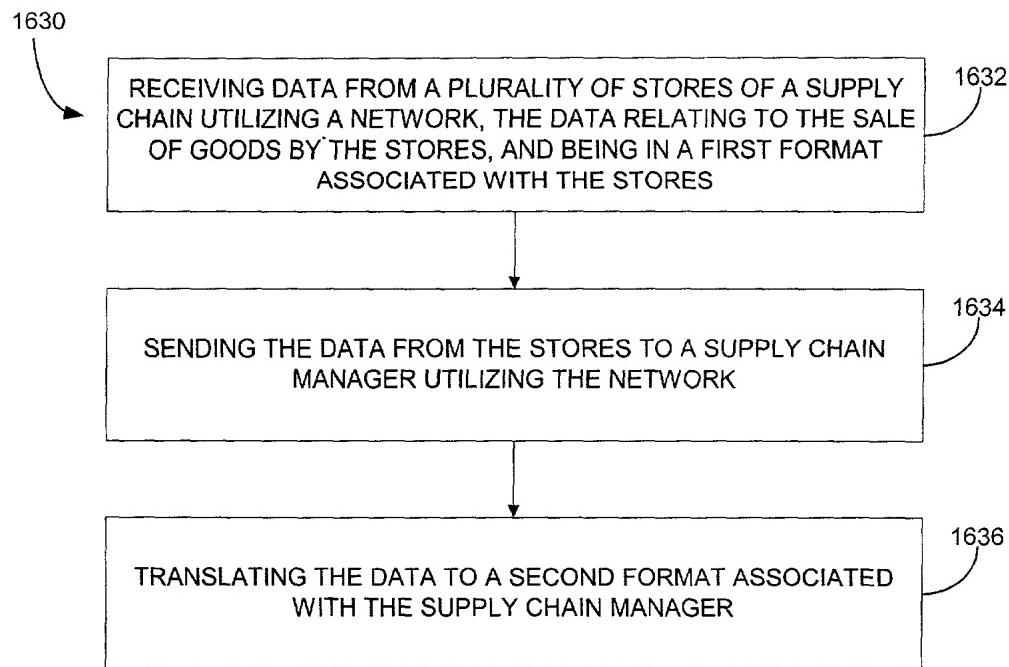


FIG. 16

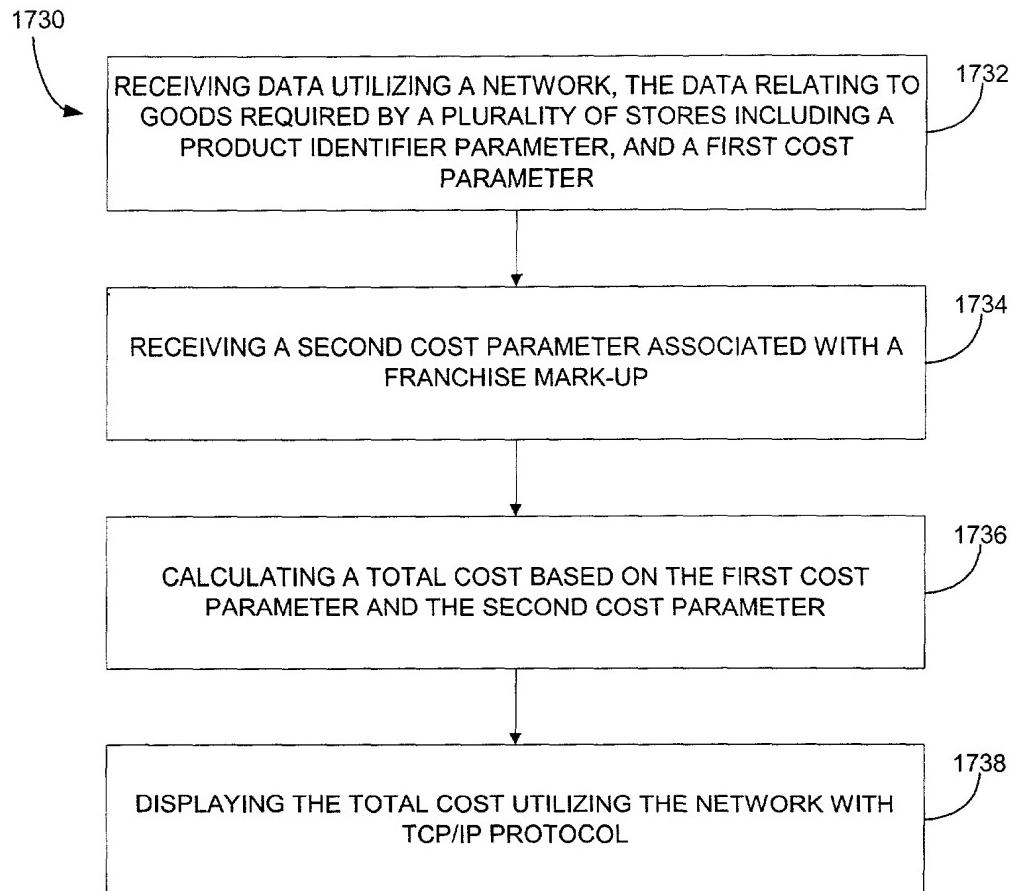


FIG. 17

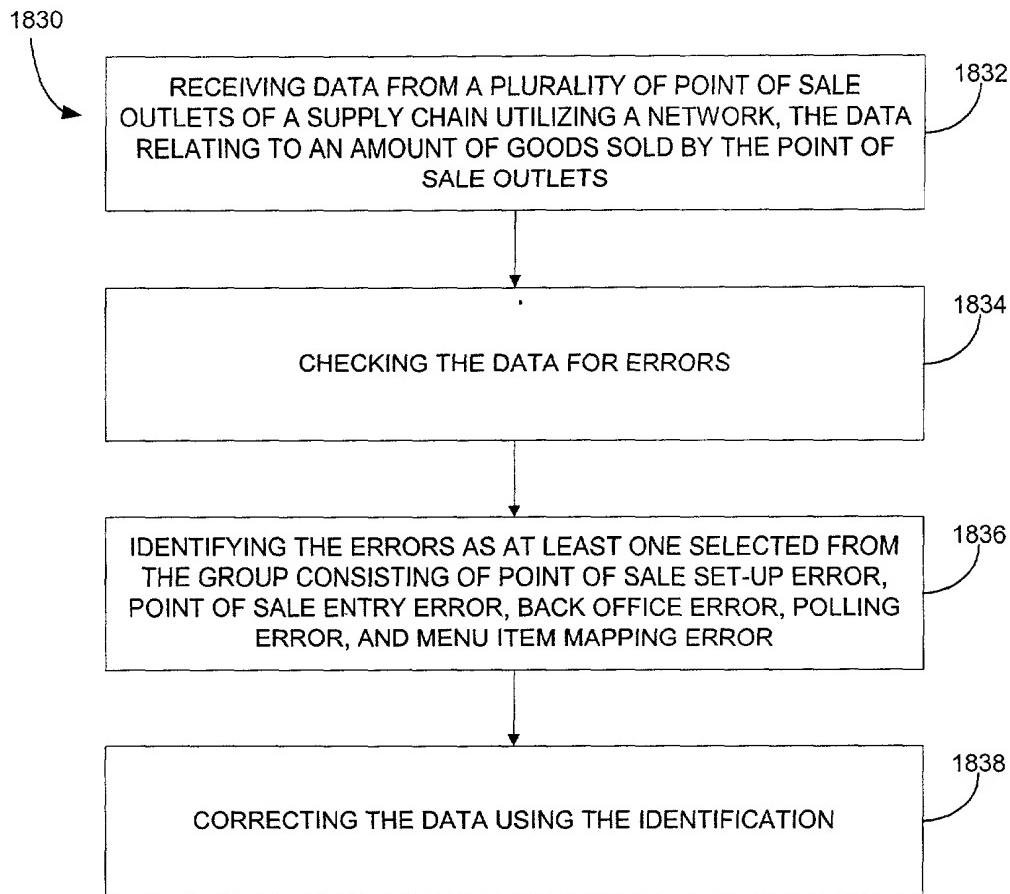


FIG. 18

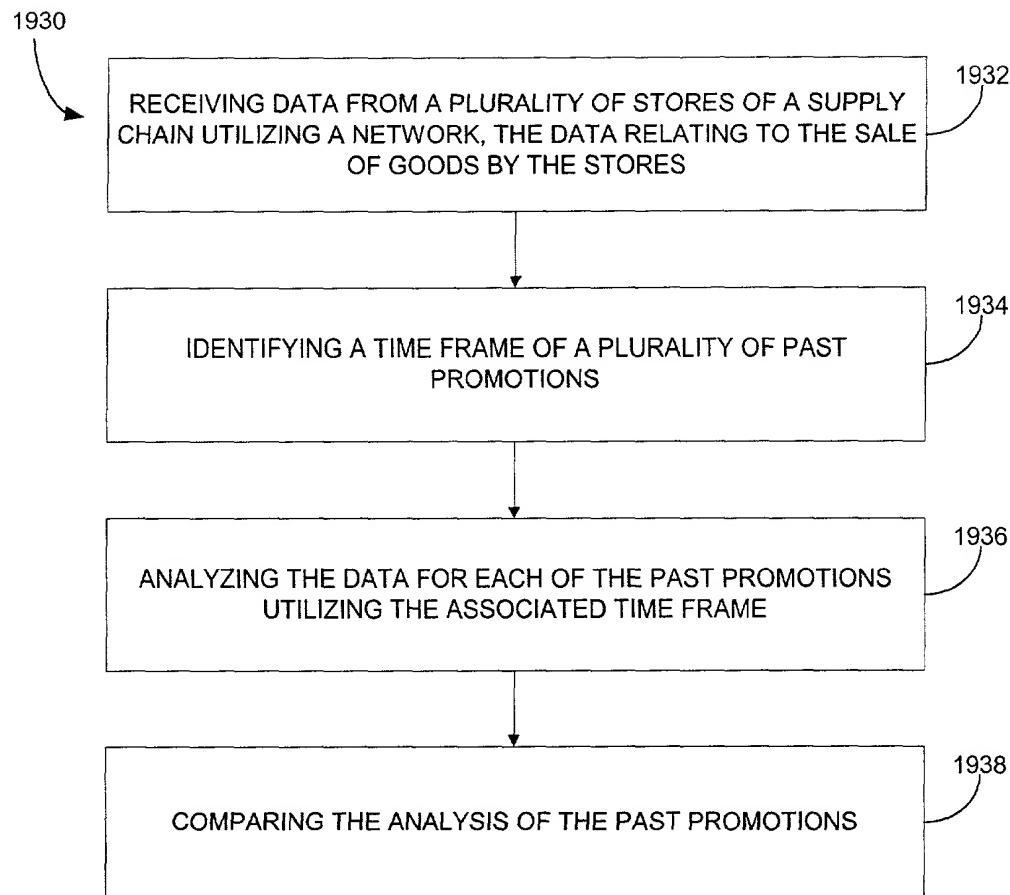


FIG. 19

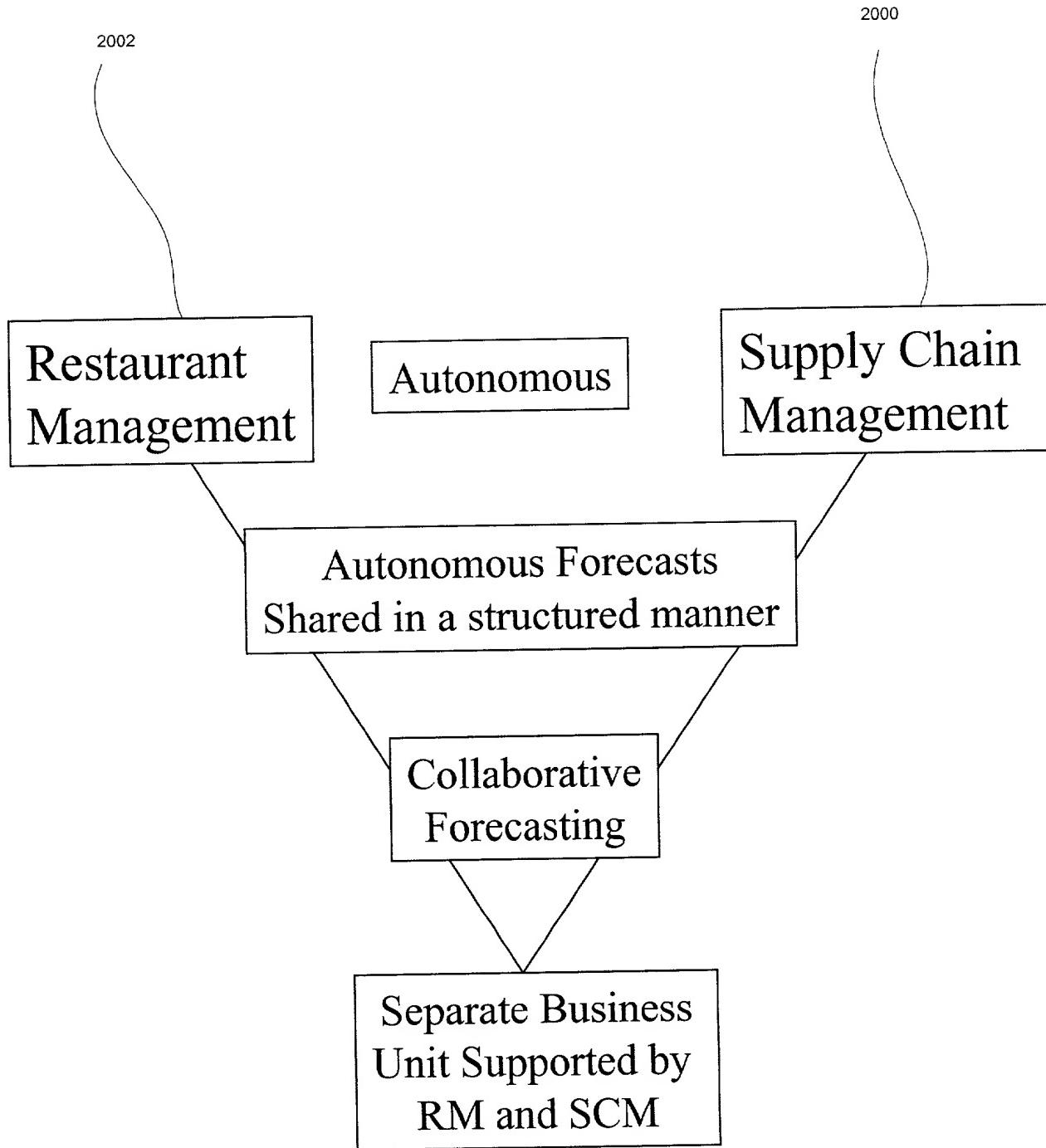


Fig. 20

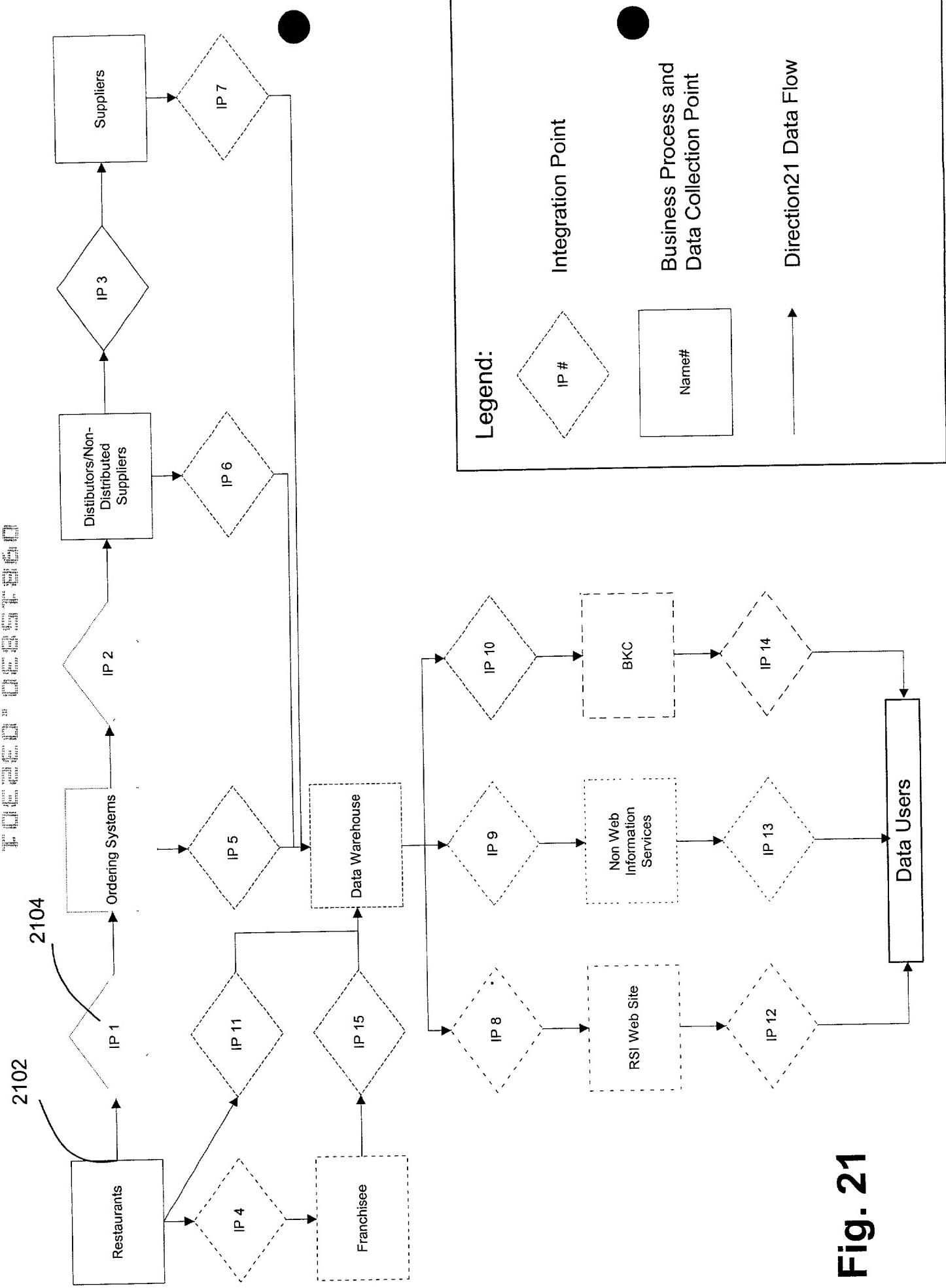


Fig. 21

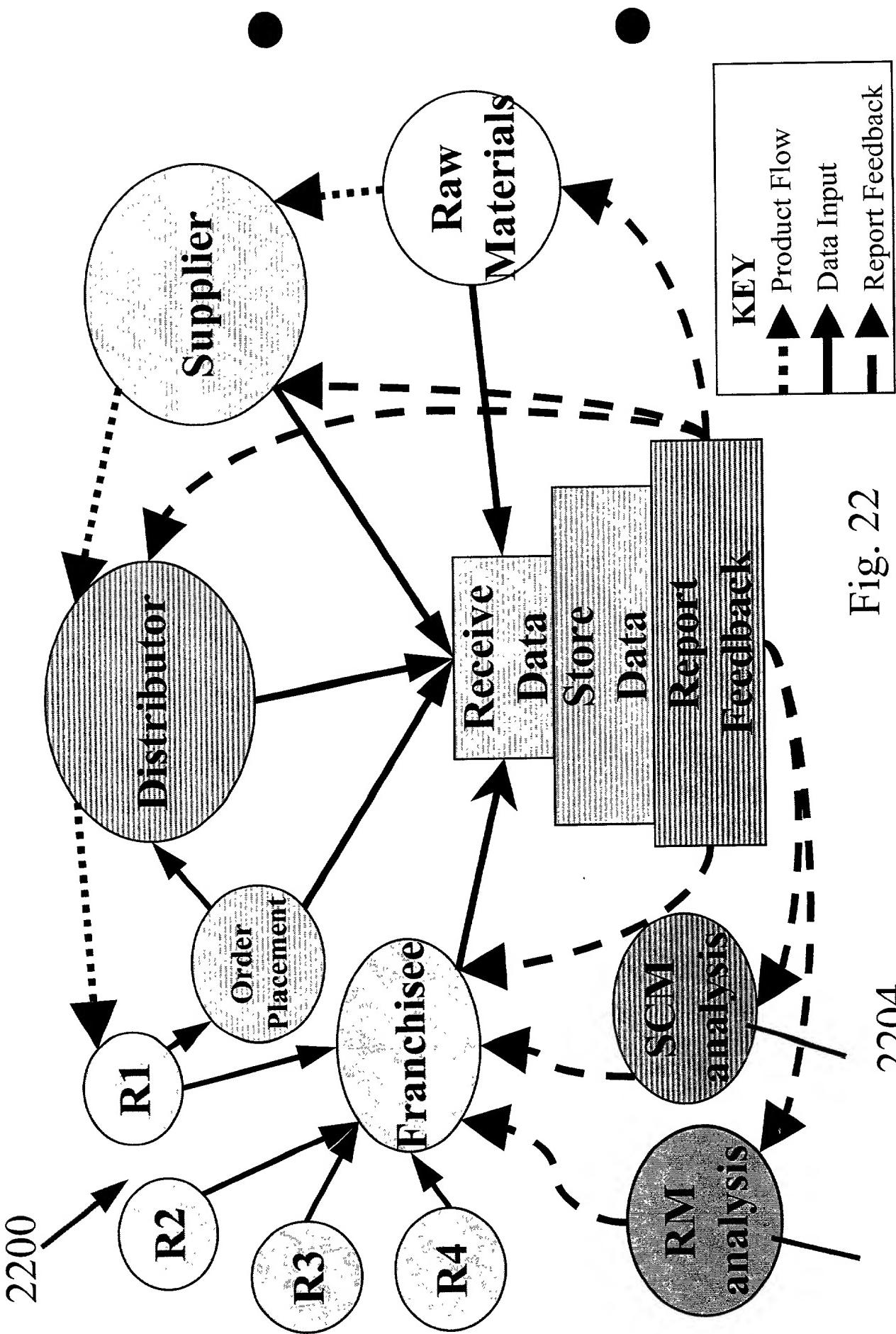


Fig. 22

2204

2202

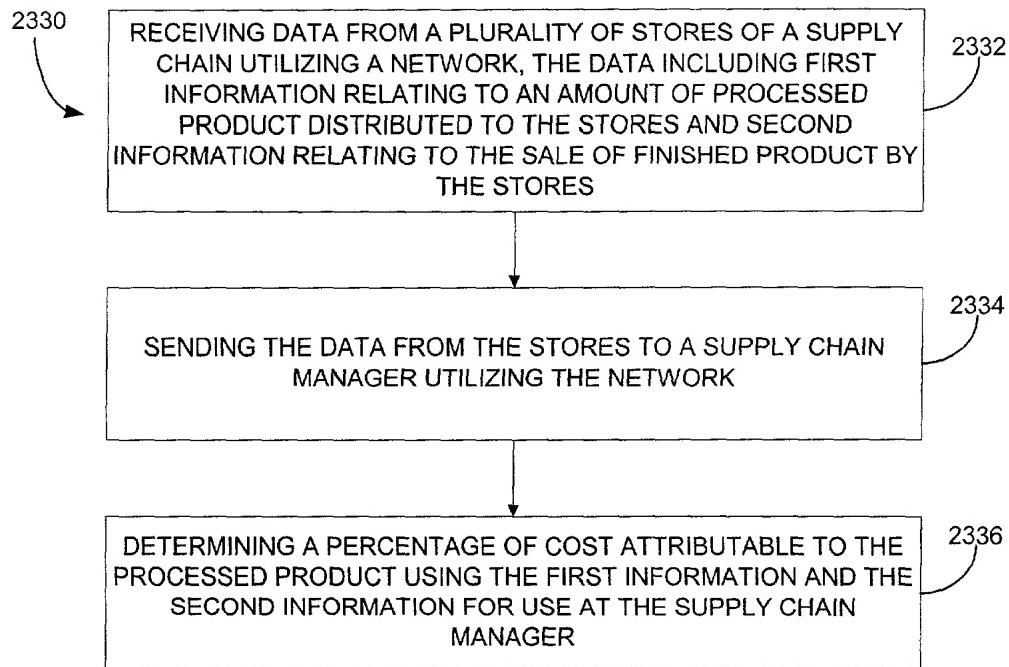


FIG. 23

FIG. 24

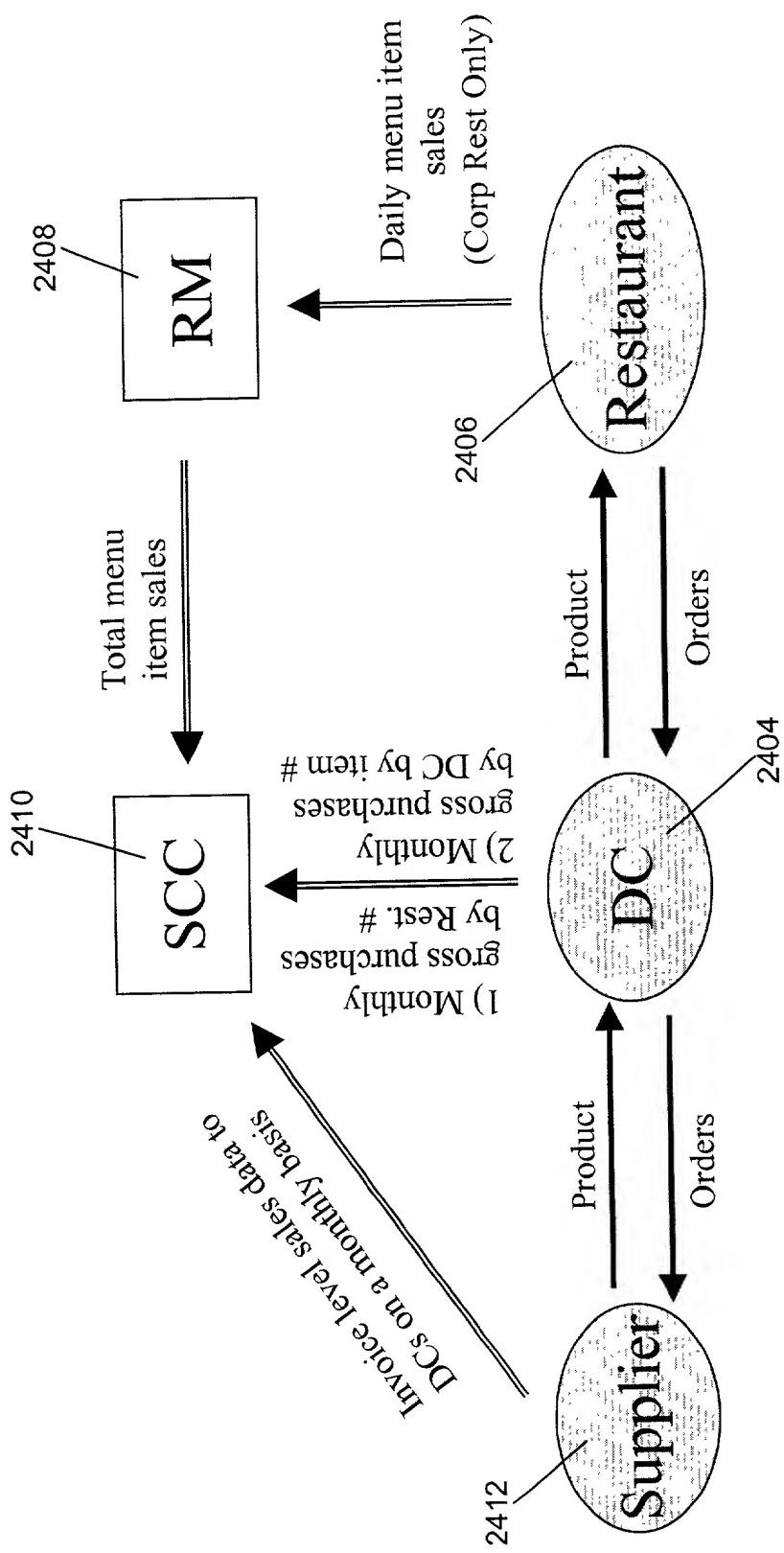


FIG. 25

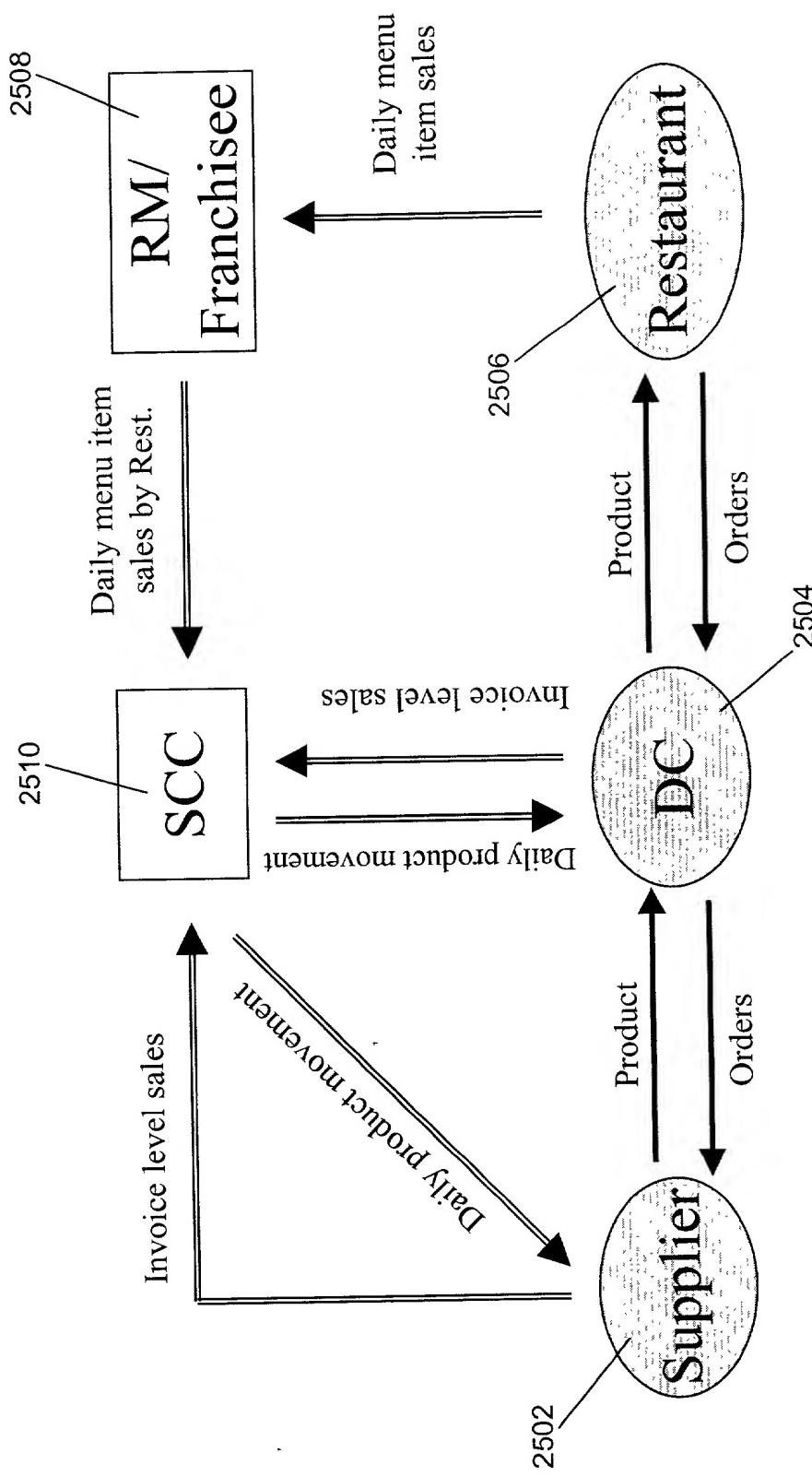


FIG. 26

2604

3

2600

FIG. 27

Promotional Monitor - System & Regional													
Category	Segment	History				Week #1				Total			
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4				
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
<i>Menu Item Sales for Key Products(units/restaurant/week)</i>													
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46	286
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	26	165
	YMM WHOPPERS	699	679	714	813	94	103	111	111	120	180	137	857
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209	1,309
Variance from Expected (Highlighted Areas are Outside of Expected Range)													
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%	6.6%
	YMM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	6.9%

2700

2702

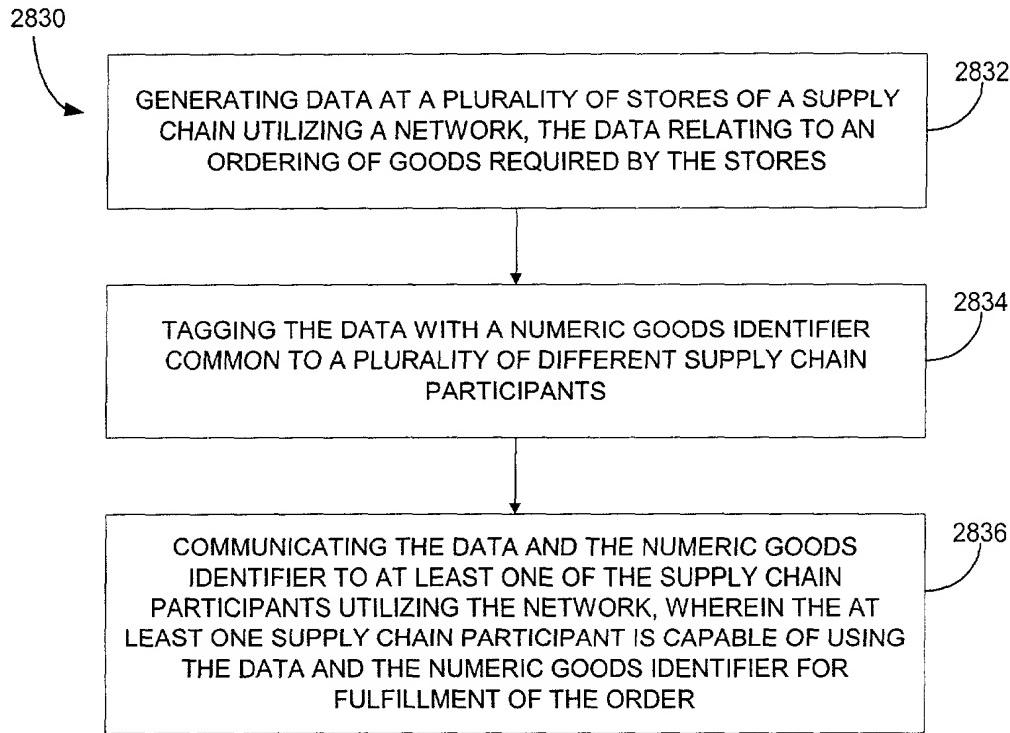


FIG. 28

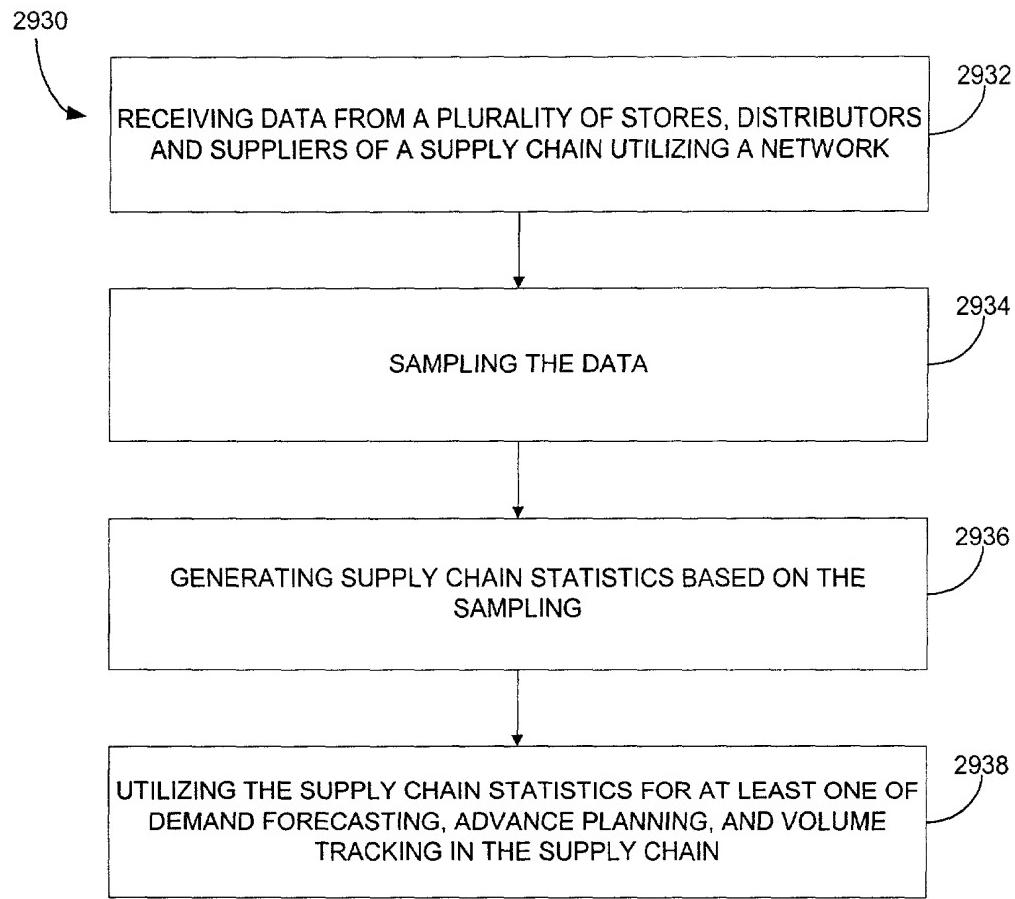


FIG. 29

3000

Distribution Center:	Alliant Topeka
----------------------	----------------

Time Period (Month/Yr):	Jun-00
-------------------------	--------

Delivery Order Fill Rate

Total Cases Ordered:	65712
----------------------	-------

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent:	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

3002

3004

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate:	97.52%
---------------------------	--------

On-Time Delivery Rate

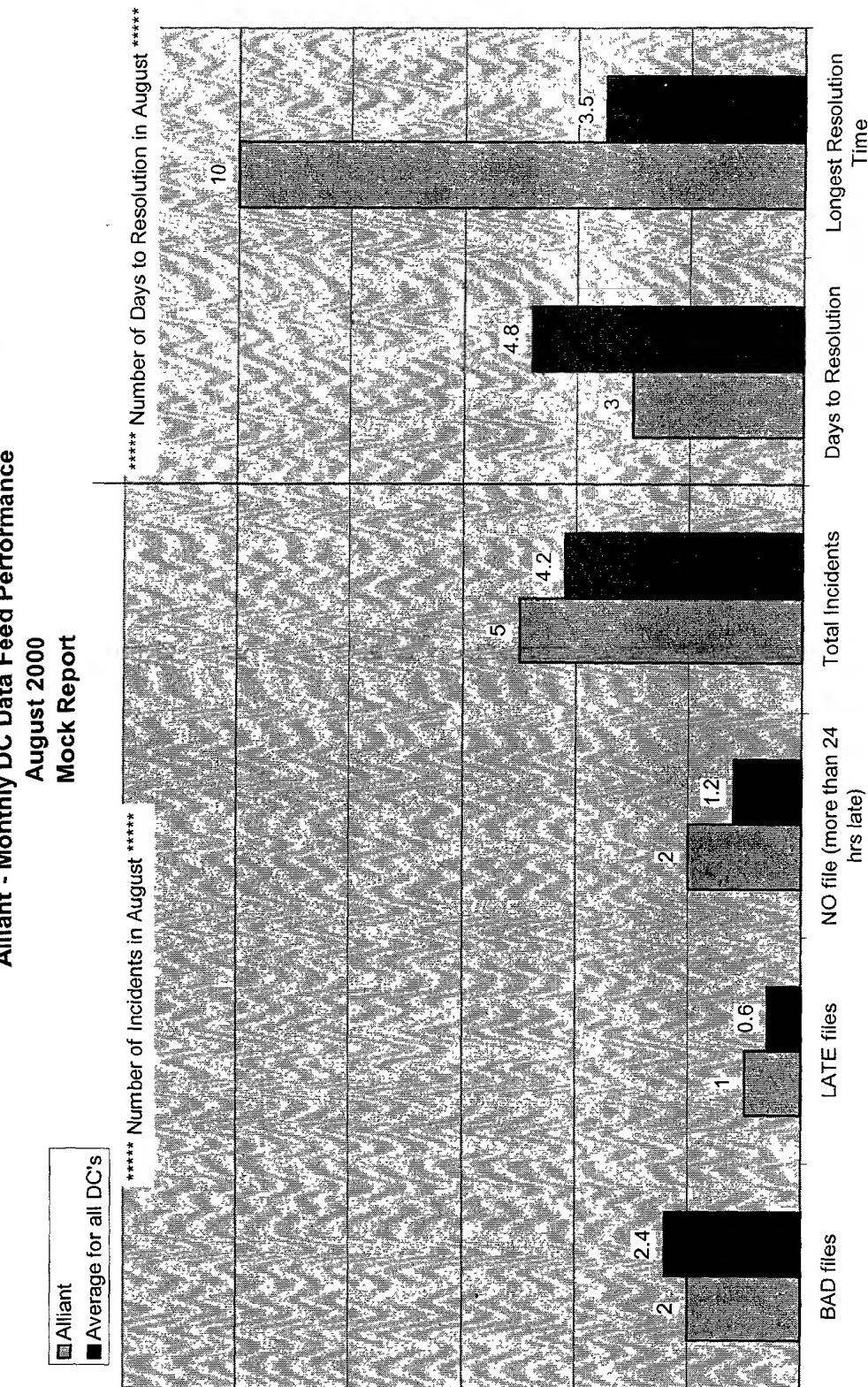
Total # of Deliveries:	1232
# of On-Time Deliveries:	725
On-Time Delivery Rate:	0.00%

Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30

FIG. 31



3100



Service Level Reporting

August

3200

	Fill Rate	On-Time	Perfect Order
Alliant-Paducah	99.14%	90.05%	
Alliant-Topeka	99.05%	98.71%	
Alliant-Wixom	99.34%	92.91%	78.70%
King - Atlanta	99.34%	96.56%	80.80%
King - Jacksonville	99.23%	94.53%	86.98%
King - Louisville	99.28%	94.53%	86.98%
Maines 29 Conklin	99.41%		79.25%
Maines 30 Cleveland	99.41%		79.83%
Maines Long Island	100.00%		#DIV/0!
Maines New England	99.13%	94.51%	#DIV/0!
MBM Fullerton	99.51%	92.88%	#DIV/0!
MBM Lewisville	98.74%	92.00%	#DIV/0!
MBM Orlando	98.74%	92.00%	#DIV/0!
MBM Rocky Mount	99.13%	94.46%	#DIV/0!
McCabe's	99.30%	99.72%	96.84%
McLane Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.	99.40	98.16%	89.37%
PFD Supply	99.16%	90.75%	80.12%
PFG Victoria	99.42%	#DIV/0!	
PY/A/Monach	99.20%	91.18%	
Reinhart-Cedar Rapids	99.05%	93.66%	
Reinhart-Oak Creek	99.31%	93.66%	
Reinhart-Rogers	99.50%	95.48%	
Restaurants NW	99.03%	99.03%	80.47%
Shamrock Commerce City	99.54%	94.88%	85.13%
Shamrock Phoenix	98.81%	99.88%	
Sigma Harrisburg	99.66%		82.84%
Sigma Stockton	98.69%		82.42%
Sysco	99.88%	100.00%	

	Fill Rate	On-Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK	
Didn't meet RSI Min	
Didn't meet BK Min	

FIG. 32

FIG. 33

3300

Vendor

XYZ Company

Time Period:

3300

Delivery Statistics:

DC Requested Lead-Time	100%
DC Adherence to Lead-Time	99%
Days Delivery Late	1%
On-Time Delivery Percentage	99%
Hours Delivery Late	0

Inventory Management:

4
95%
1.7
95%
0.93

Average Days On Hand	SKU #1	SKU #2	Max Days On Hand	SKU #1	SKU #2
10	10	10	10	10	10

19
22
40
32

Invoice, Payment and Pricing:

Days for Payment	12
Monthly FOB Variance	\$ 30,152
Monthly Freight Variance	\$ 3,594
Monthly Total Variance	\$ 33,746

Monthly Carrying Cost

\$	42,513
\$	12,589
	1.25%

Invoice Accuracy:

Invoice Fill Rate
PO Accepted Rate
Perfect Order Percentage

97.25%
99.00%
92.34%

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400

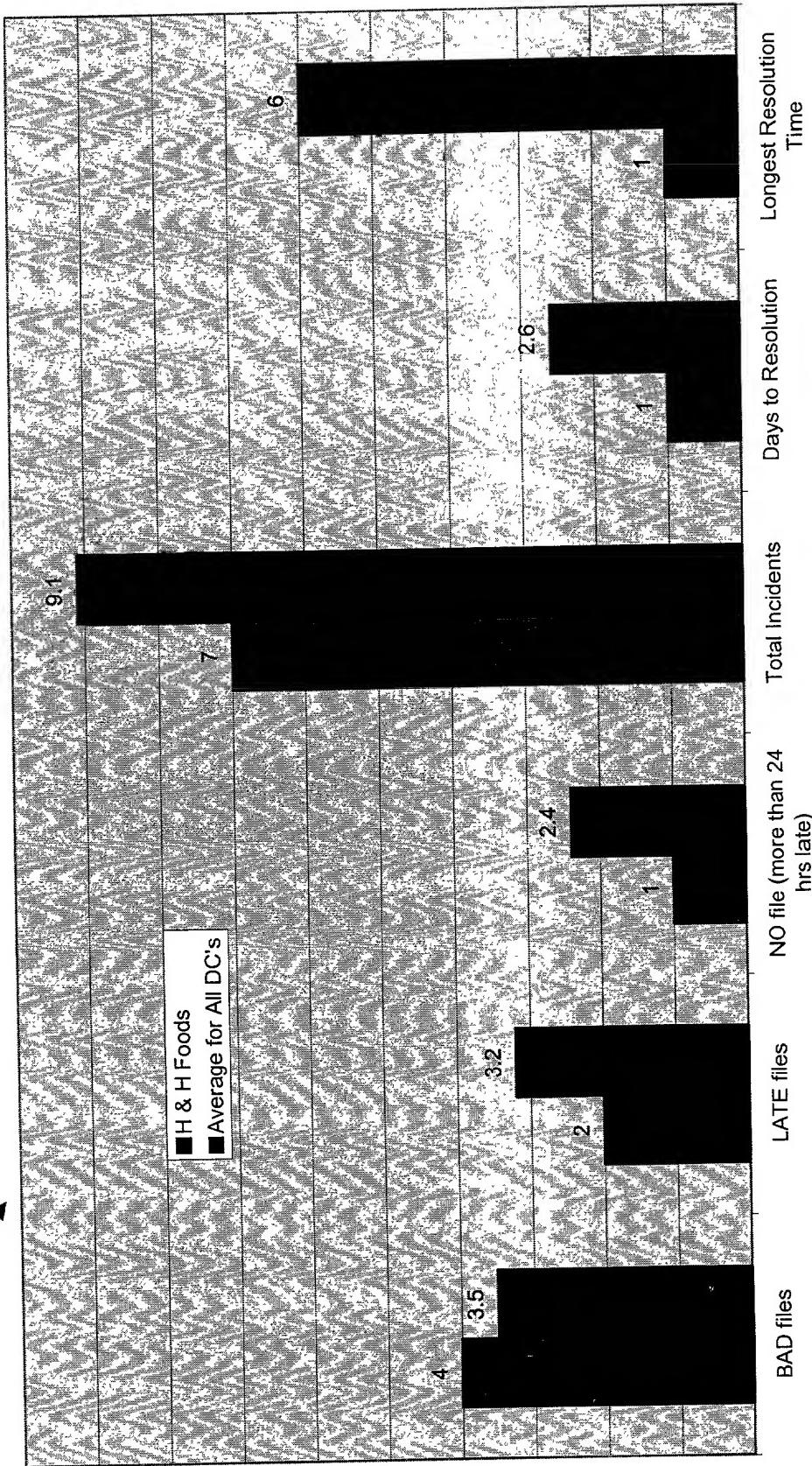


FIG. 35



3500

Service Level Reporting November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$0.00	100%	2.33%
COMARK INSTRUMENTS, INC.	\$0.00	100%	2.41%
WHITEFORD FOODS, INC.	\$0.00	100%	2.41%
LEPAGE BAKERY/COUNTRY KITCHEN	\$0.00	100%	2.16%
NCR SYSTEMEDIA	\$0.00	100%	1.84%
SIGNATURE MEATS GROUP	\$0.00	100%	1.50%
SCHWEBEL'S BAKING CO.	\$0.00	100%	1.25%
MAUI CUP	\$0.00	100%	1.16%
MIRA PLASTICS	\$0.00	100%	1.16%
DIXIE PRODUCE & PACKAGING	\$0.00	100%	1.16%
NOR-LAKE INC.	\$0.00	100%	1.16%
FORT JAMES OPERATING COMPANY	\$0.00	100%	1.16%
FRESH ADVANTAGE, KC	\$0.00	100%	1.16%
SILVER KING, MN - CORP.	\$0.00	100%	1.16%
TYSON FOODS	\$0.00	100%	1.16%
READY ACCESS	\$0.00	100%	1.16%
GEORGIA PACIFIC TISSUE	\$0.00	100%	1.16%
COUGHERTY PACKING	\$0.00	100%	1.16%
BEVERAGE-AIR	\$0.00	100%	1.16%
COMPONENT HARDWARE GROUP, INC.	\$0.00	100%	1.16%
COCA-COLA USA	\$0.00	100%	1.16%
TOASTMASTER	\$1,199.00	93.5%	1.16%
GRANT COUNTY FOODS	\$0.00	96.3%	2.20%
FRESH EXPRESS	\$0.00	100%	1.04%
TAYLOR FARMS	\$0.00	100%	1.04%
MODULAR DISPENSING SYSTEM	\$0.00	100%	1.04%
CENTURY PRODUCTS, LLC	\$3,728.00	93.3%	2.93%
ROSE PACKING COMPANY	\$0.00	100%	1.04%

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.

Mock Report/1

3600
↓

	FY-01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
Food Cost Index									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance	0.59	0.30							
Good/(Bad)									
Total Dollar Purchases (in Millions) /2									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

FIG. 36

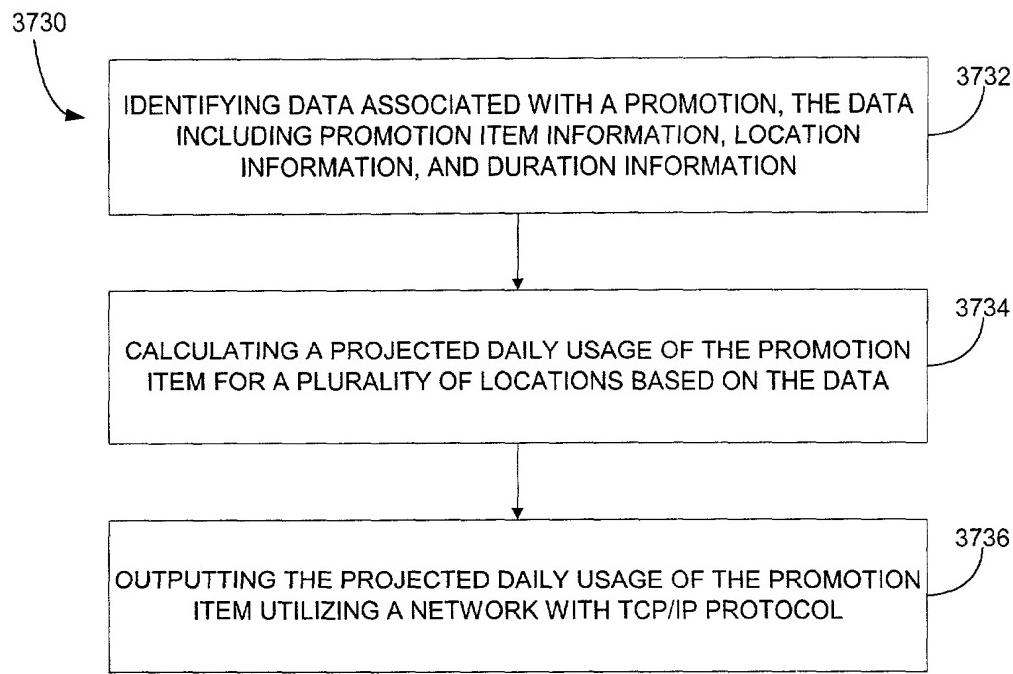


FIG. 37

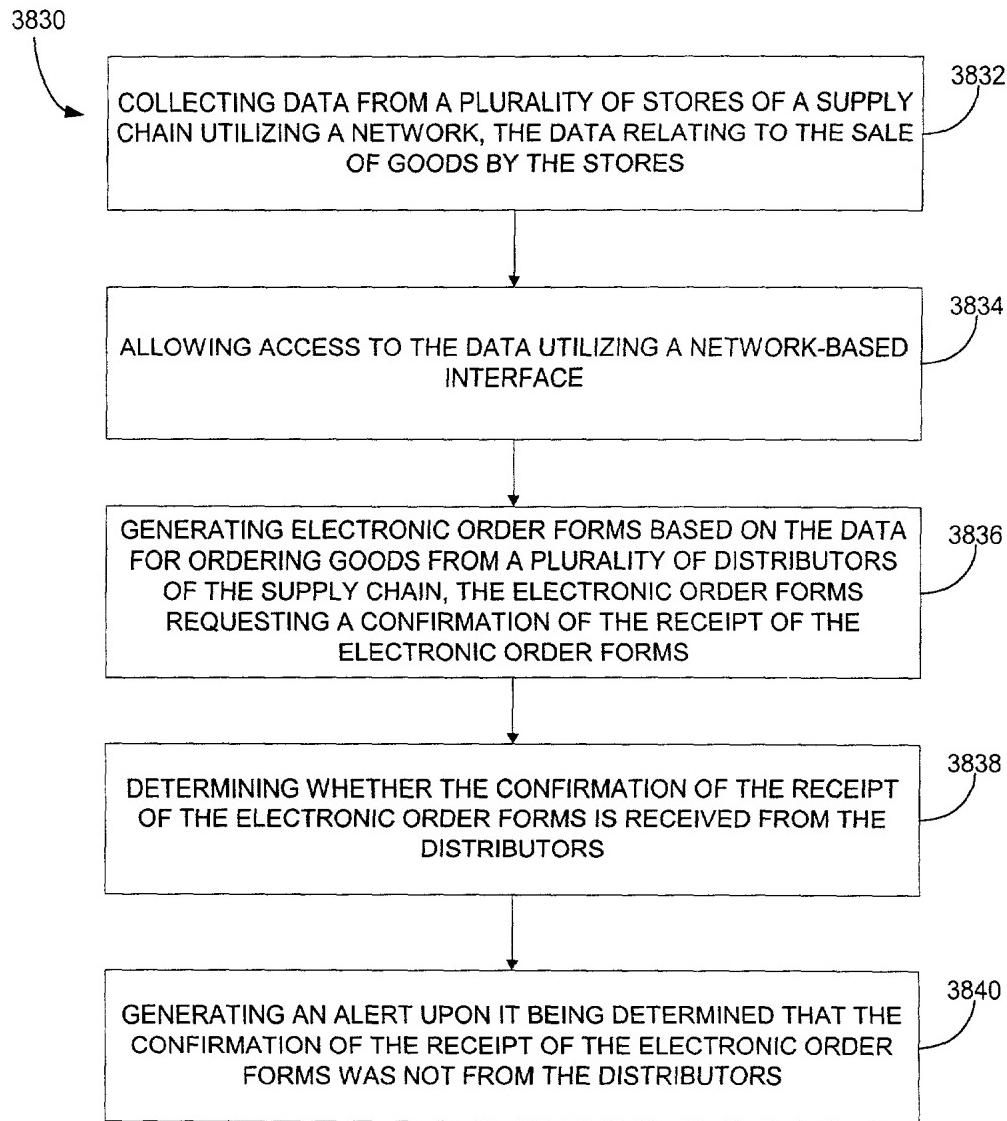


FIG. 38

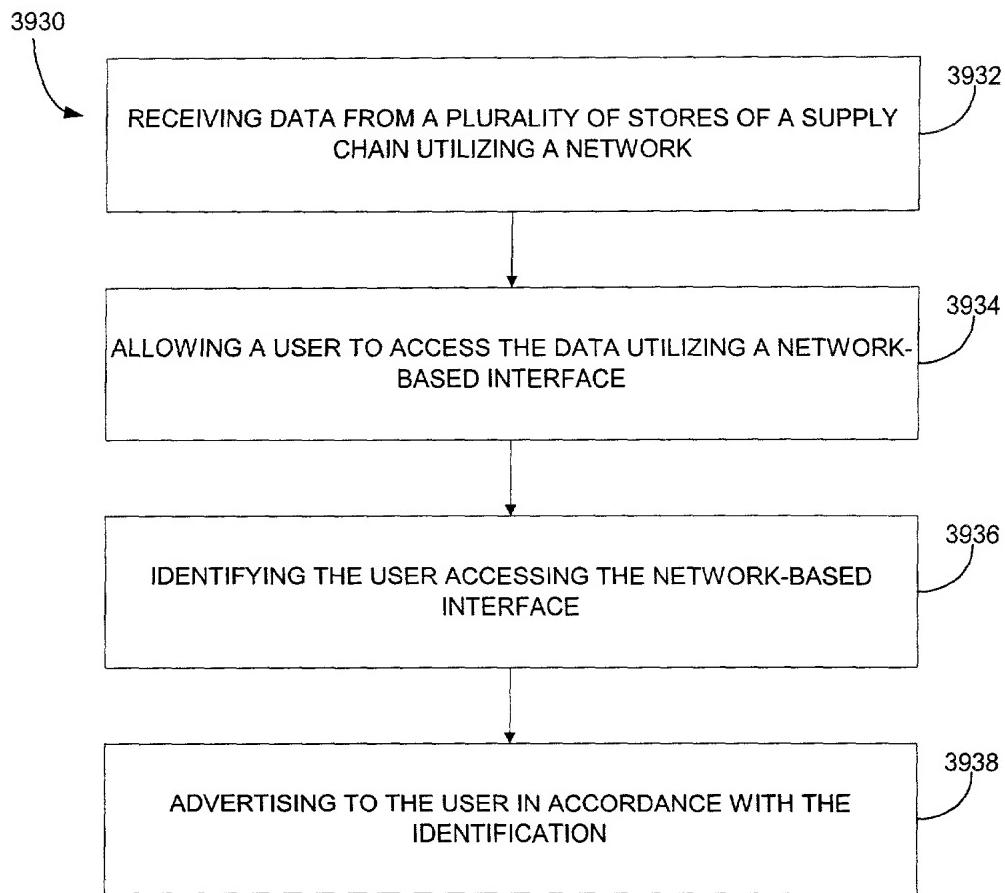


FIG. 39

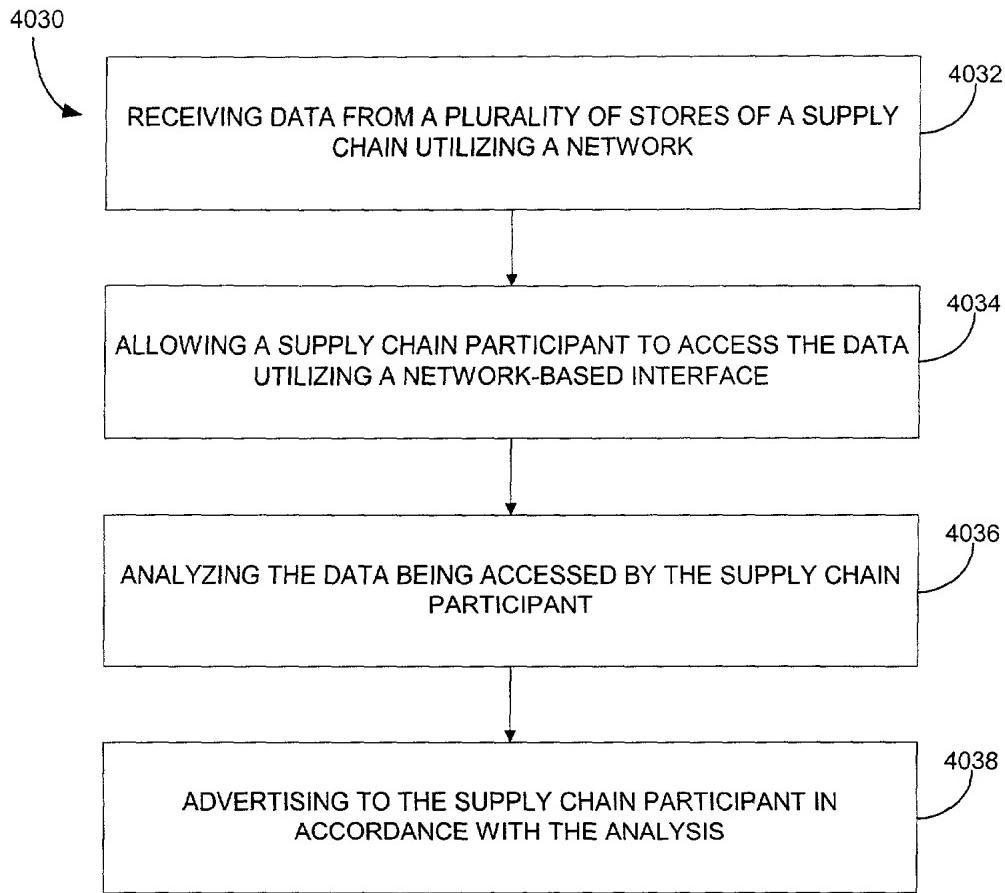


FIG. 40

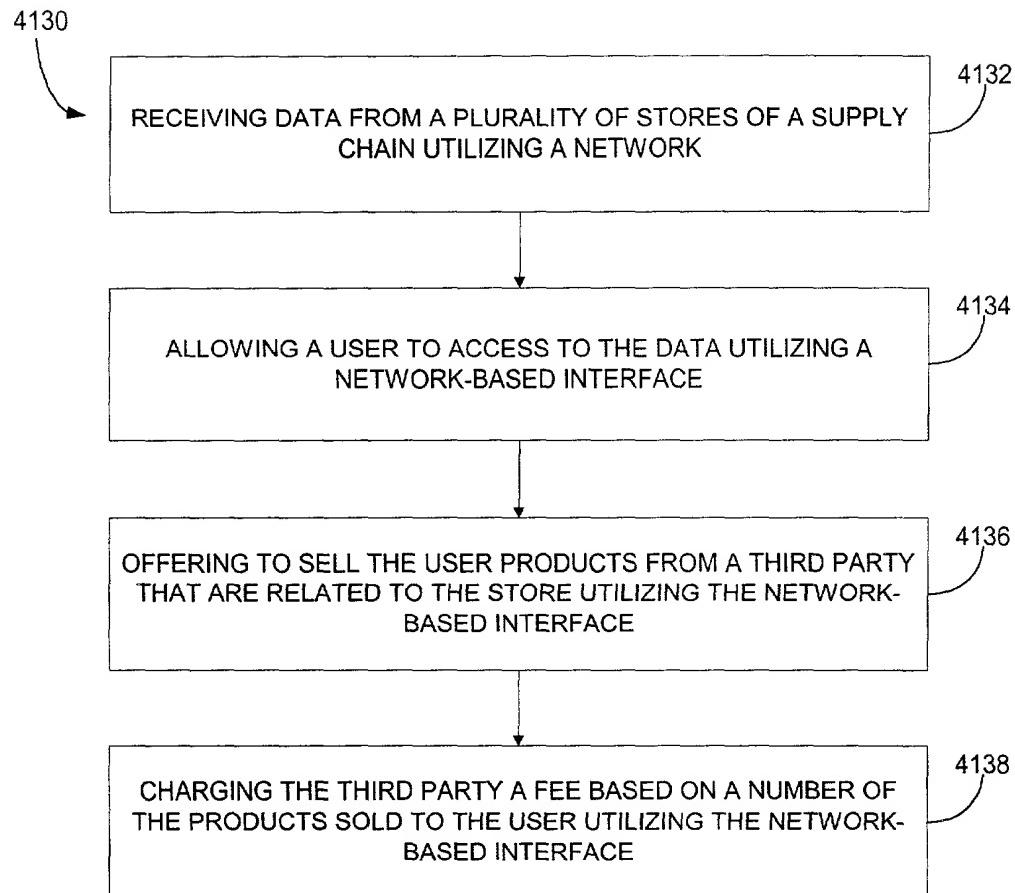


FIG. 41

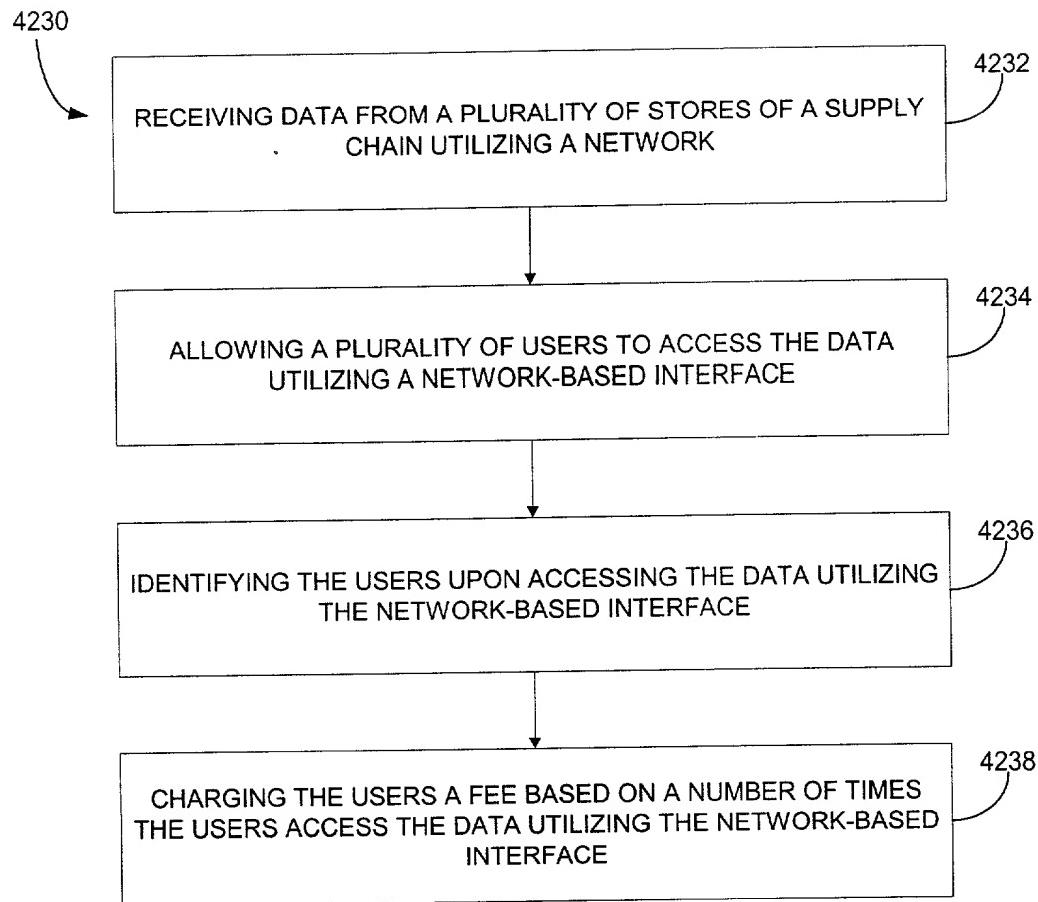


FIG. 42

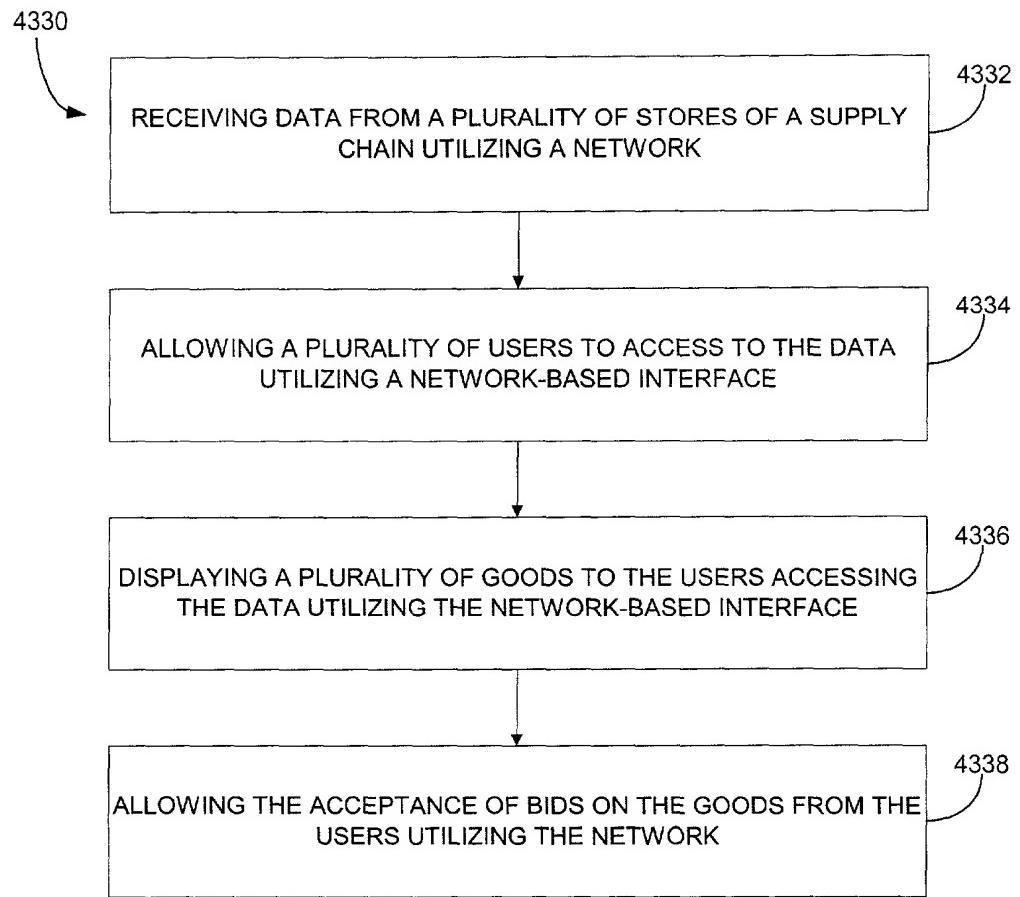


FIG. 43A

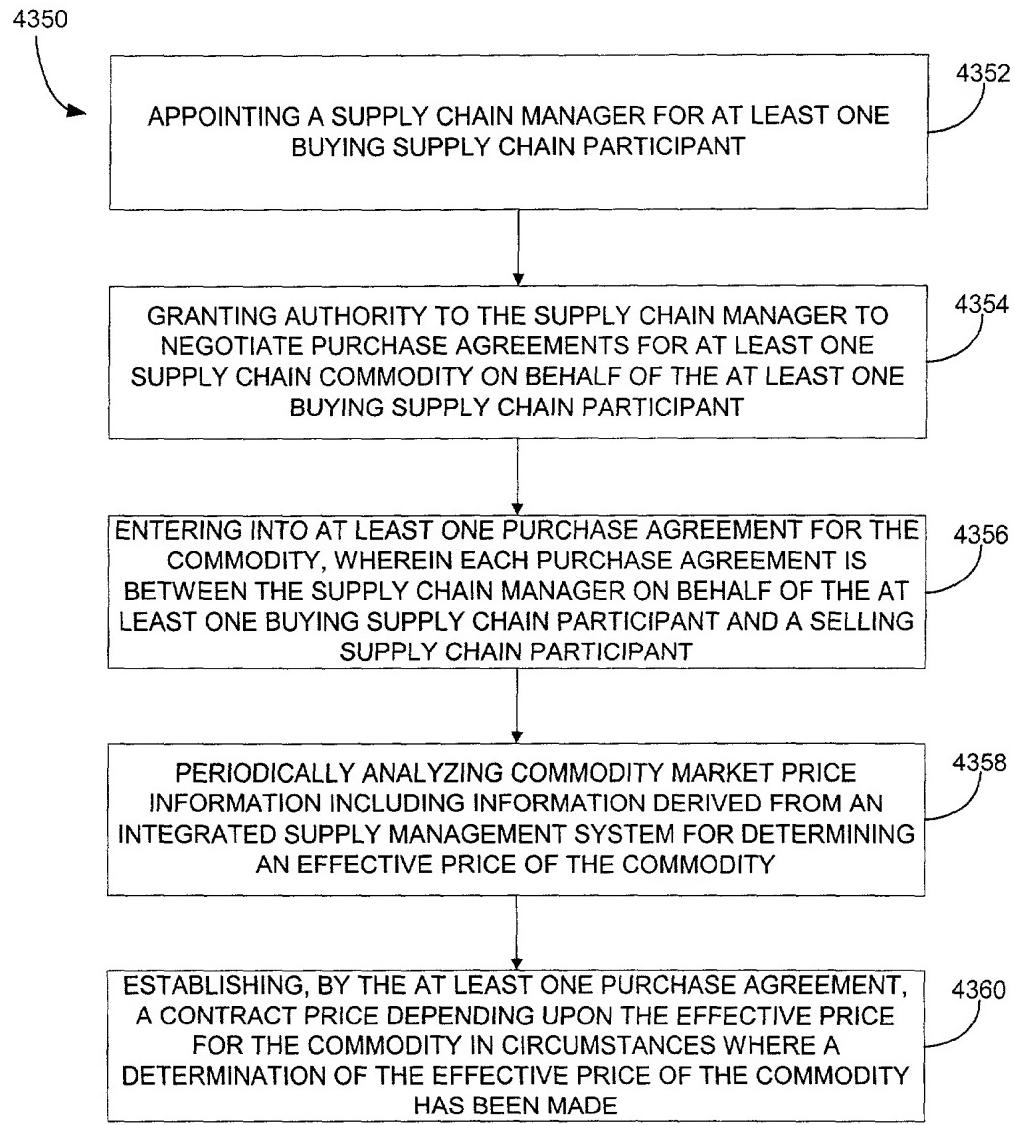


FIG. 43B

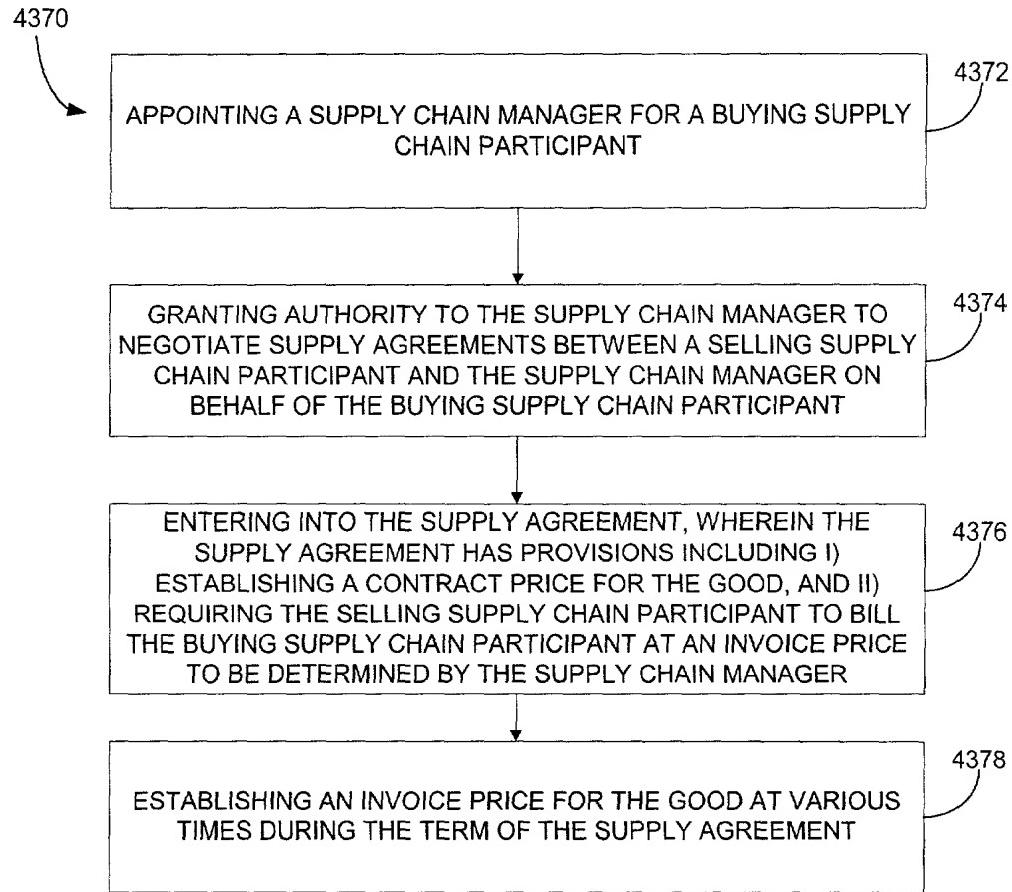


FIG. 43C

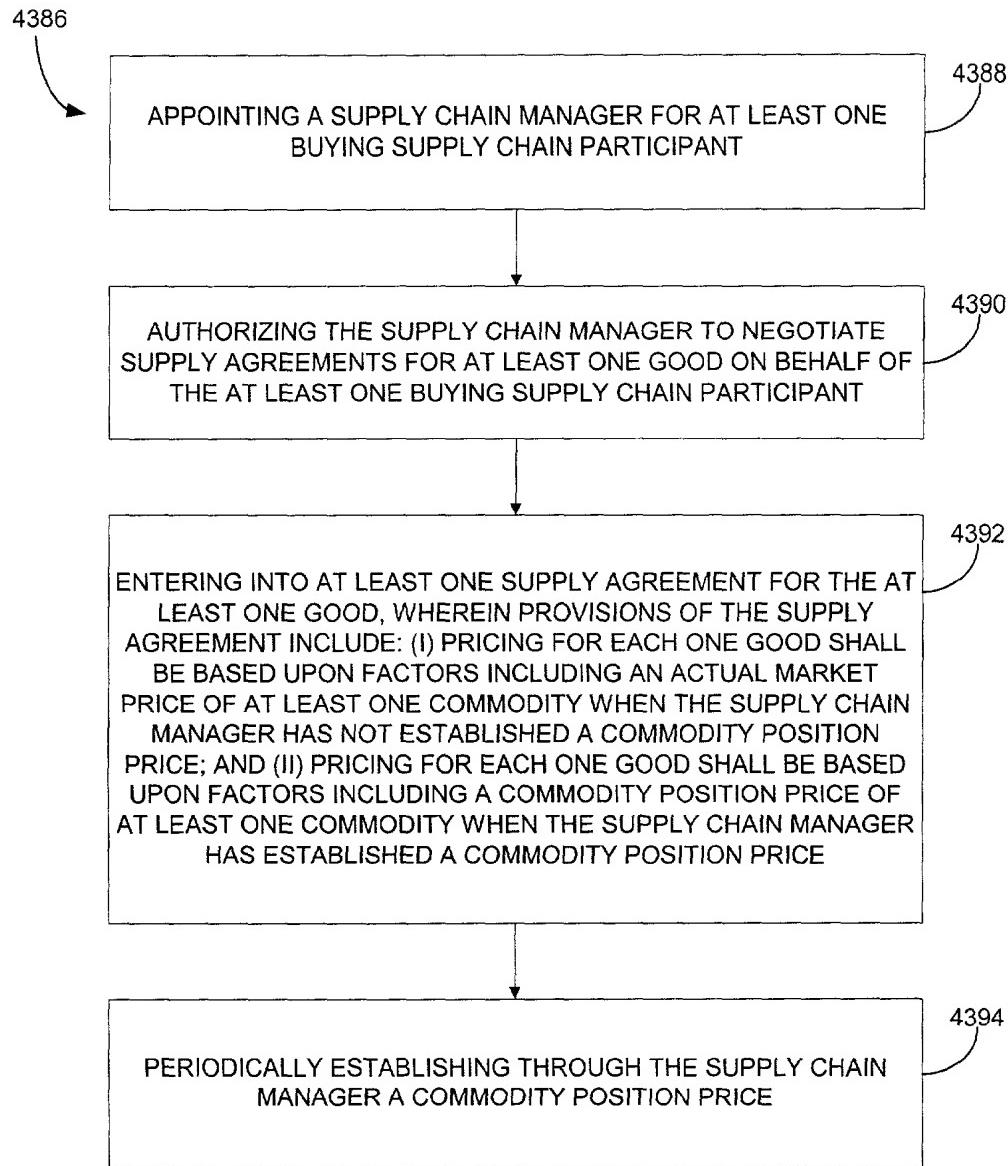


FIG. 43D

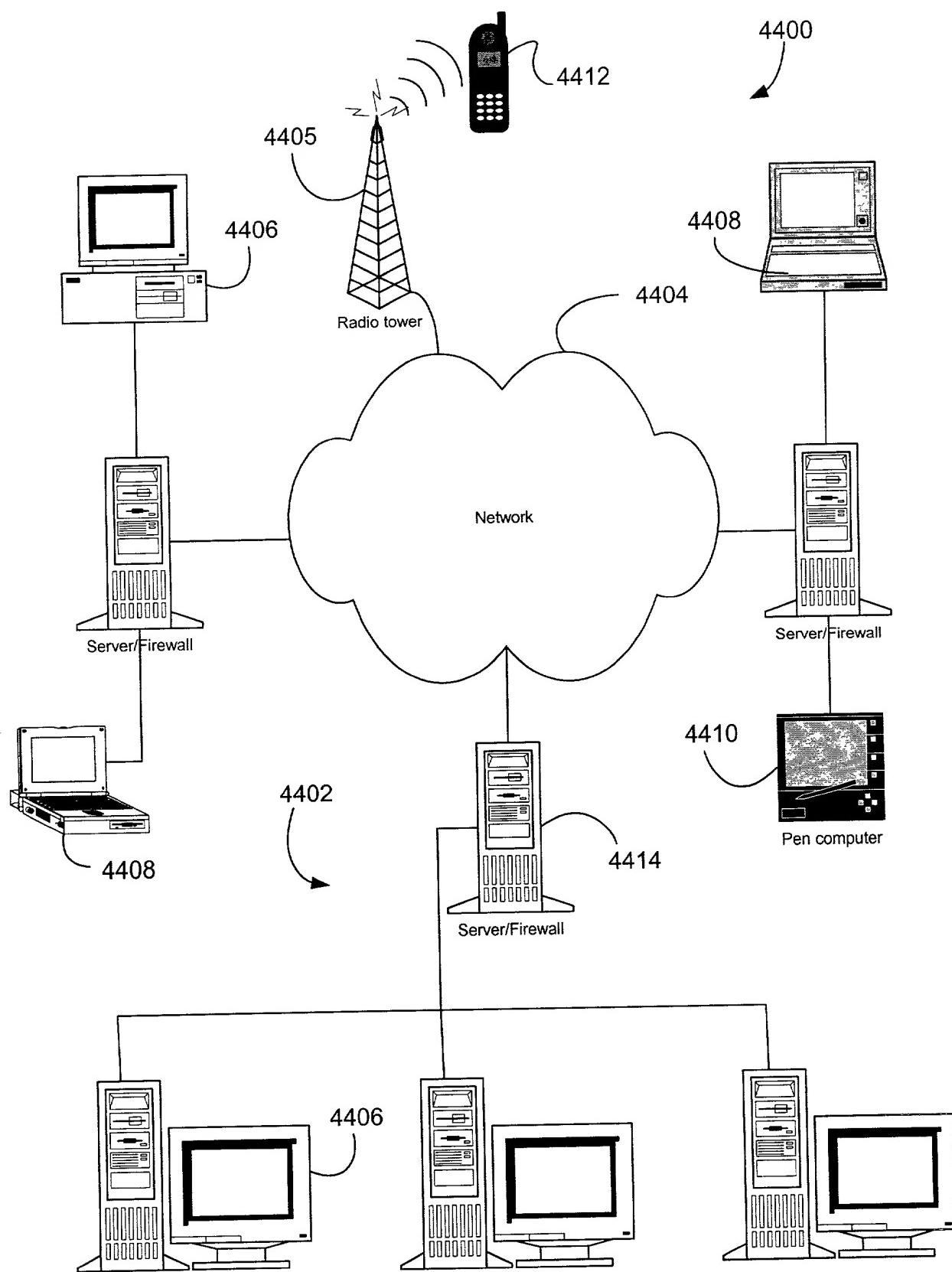
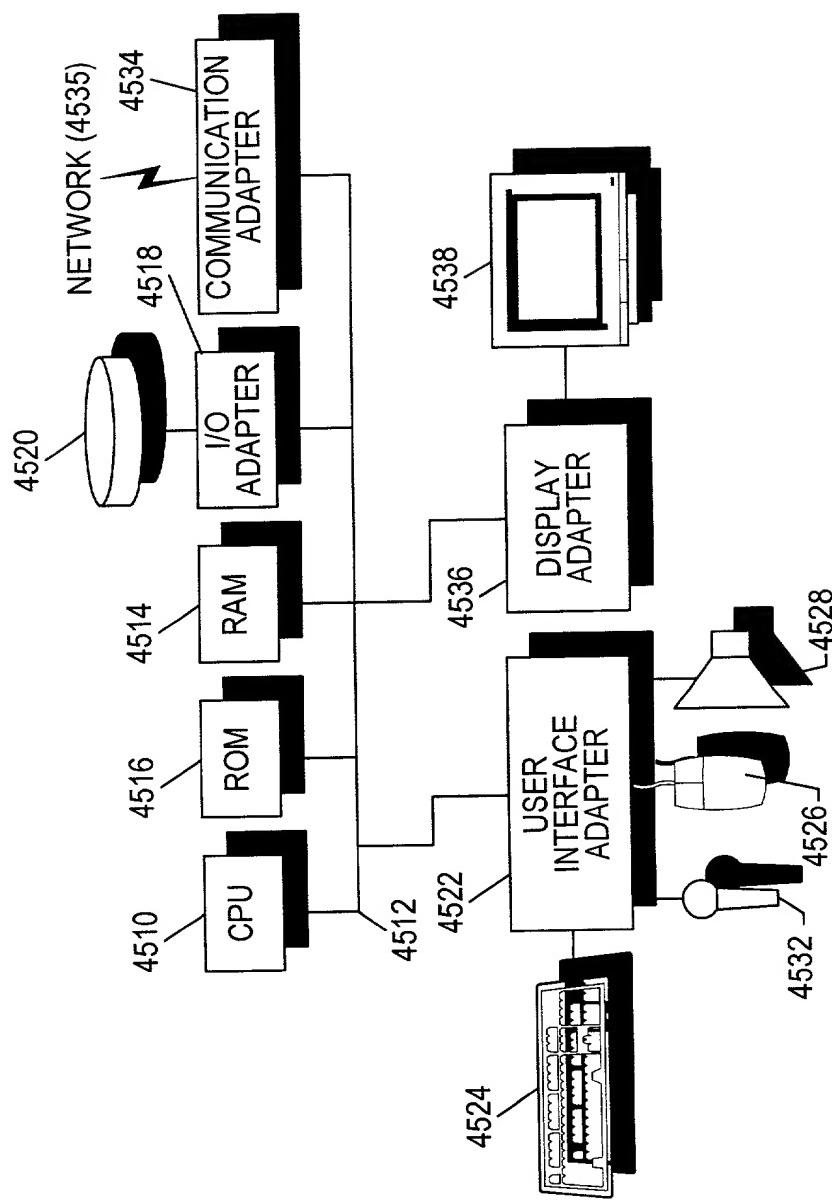


FIG. 44

FIG. 45



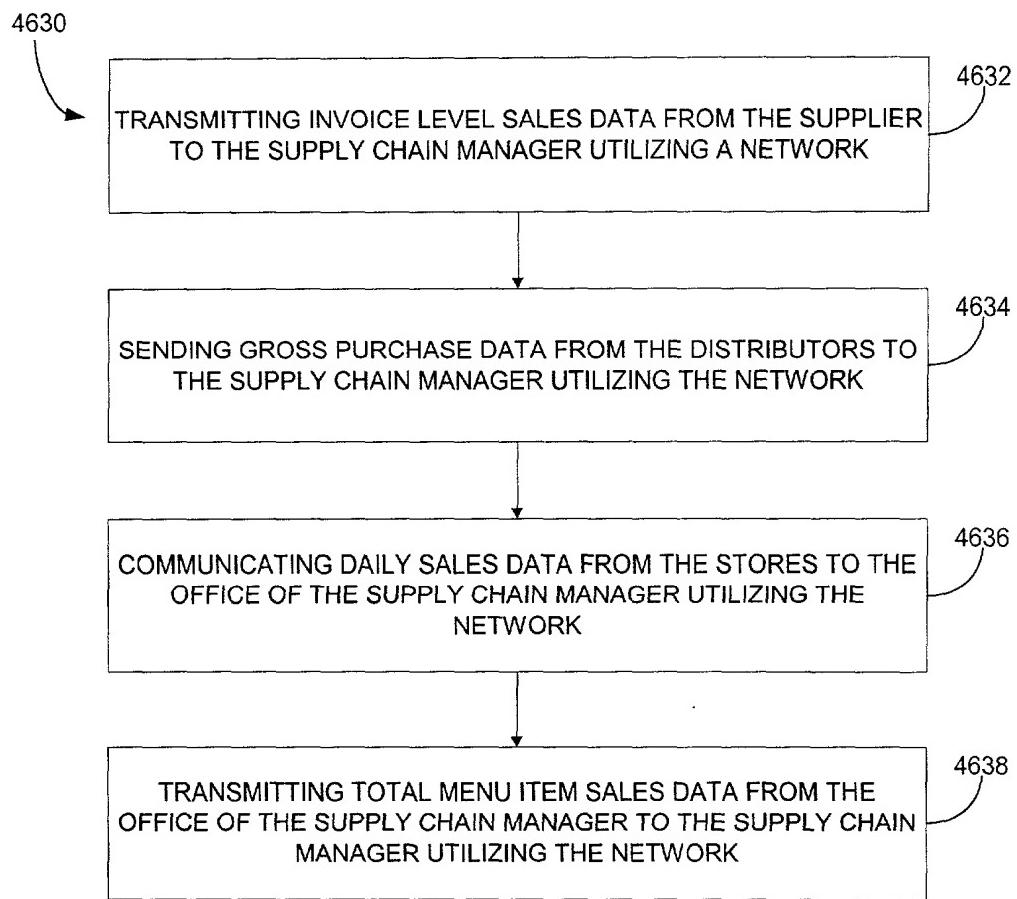


FIG. 46

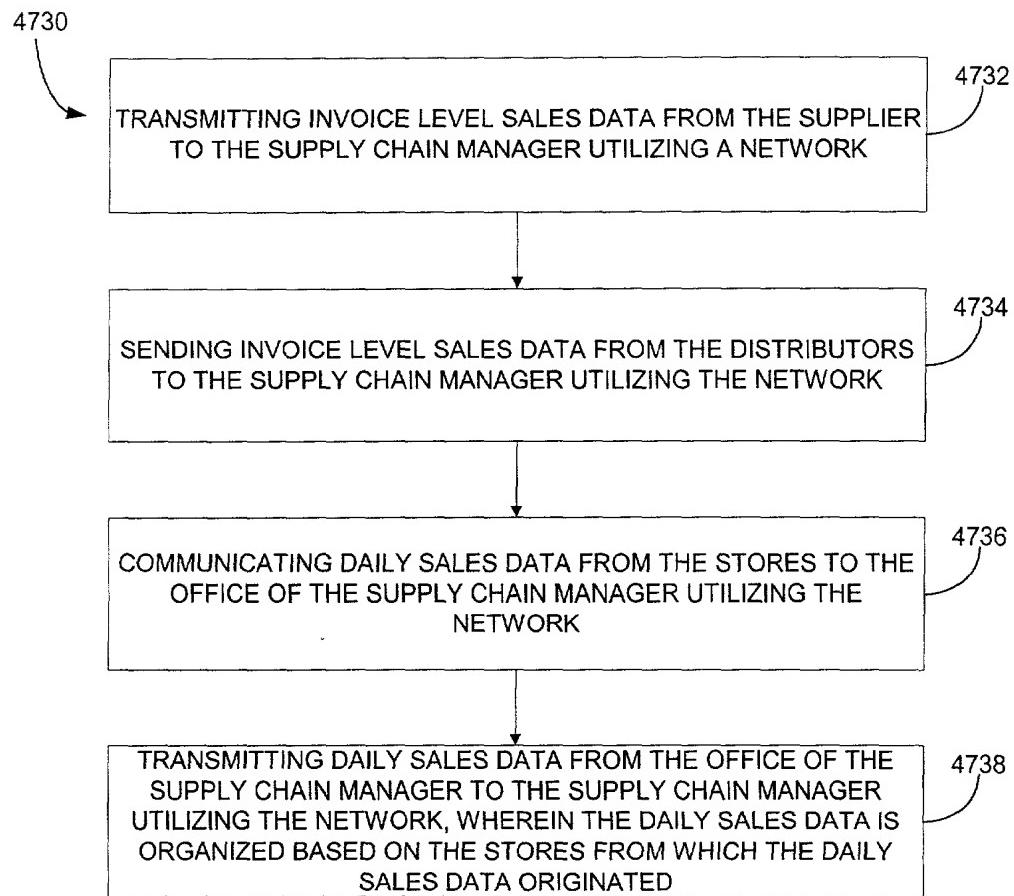


FIG. 47

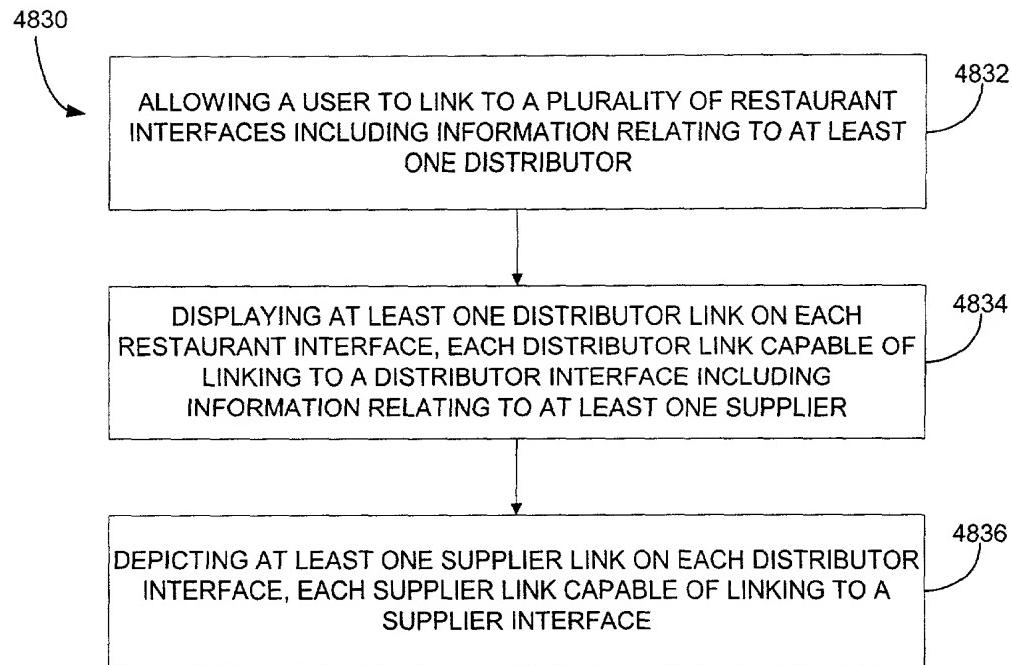


FIG. 48

Page 49 - 08/25/2000

Restaurant Services, Inc. - Microsoft Internet Explorer

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Address <http://www.rsiweb.com/home/index.asp>

RSI

BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name Franchisee

Enter Site

4902

About RSI

4904

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, "distribution and related services on behalf of more than 8,300 restaurants.

Contact Information

Map/Directions

General Information

Legal Information

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4900

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FIG. 49

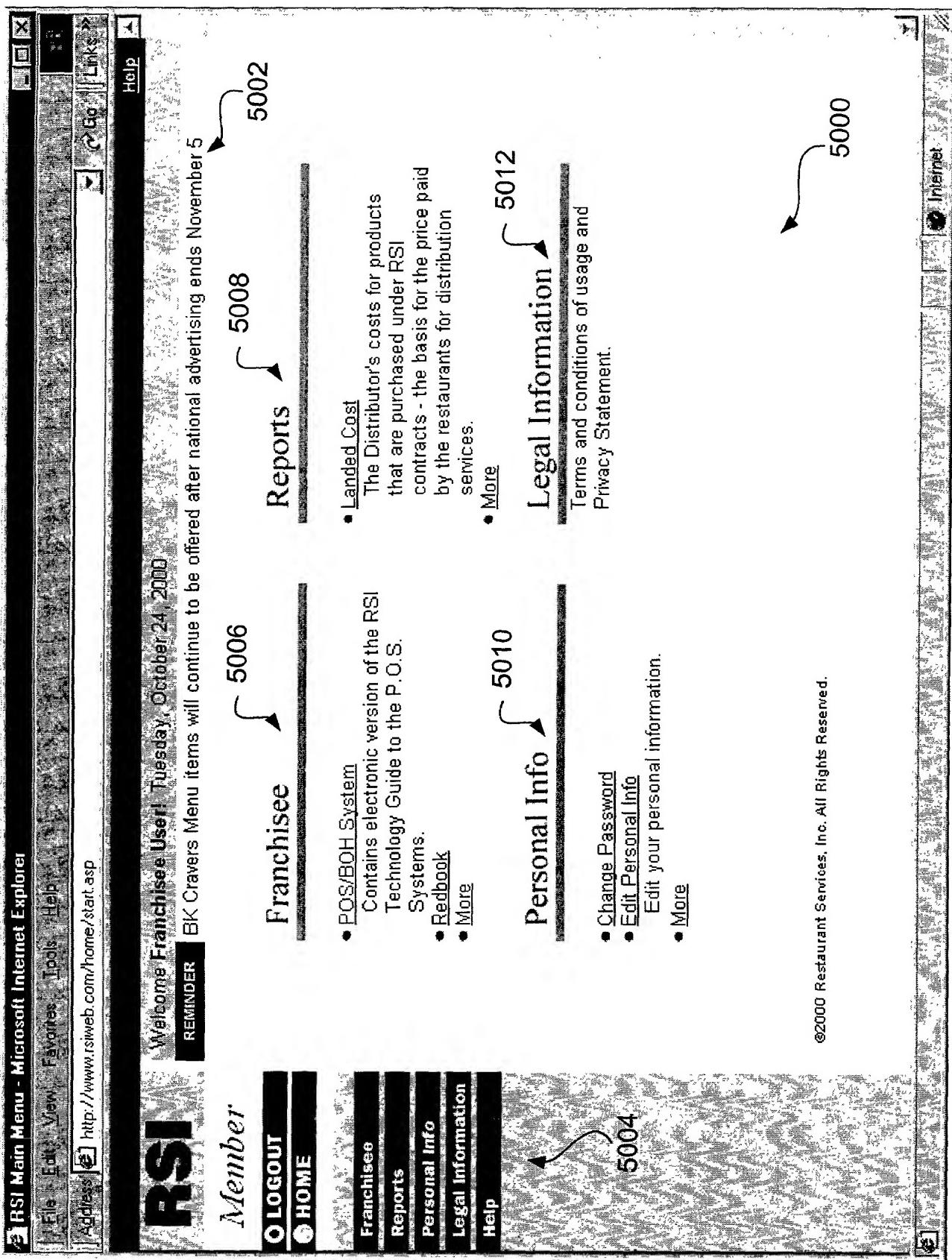


FIG. 50

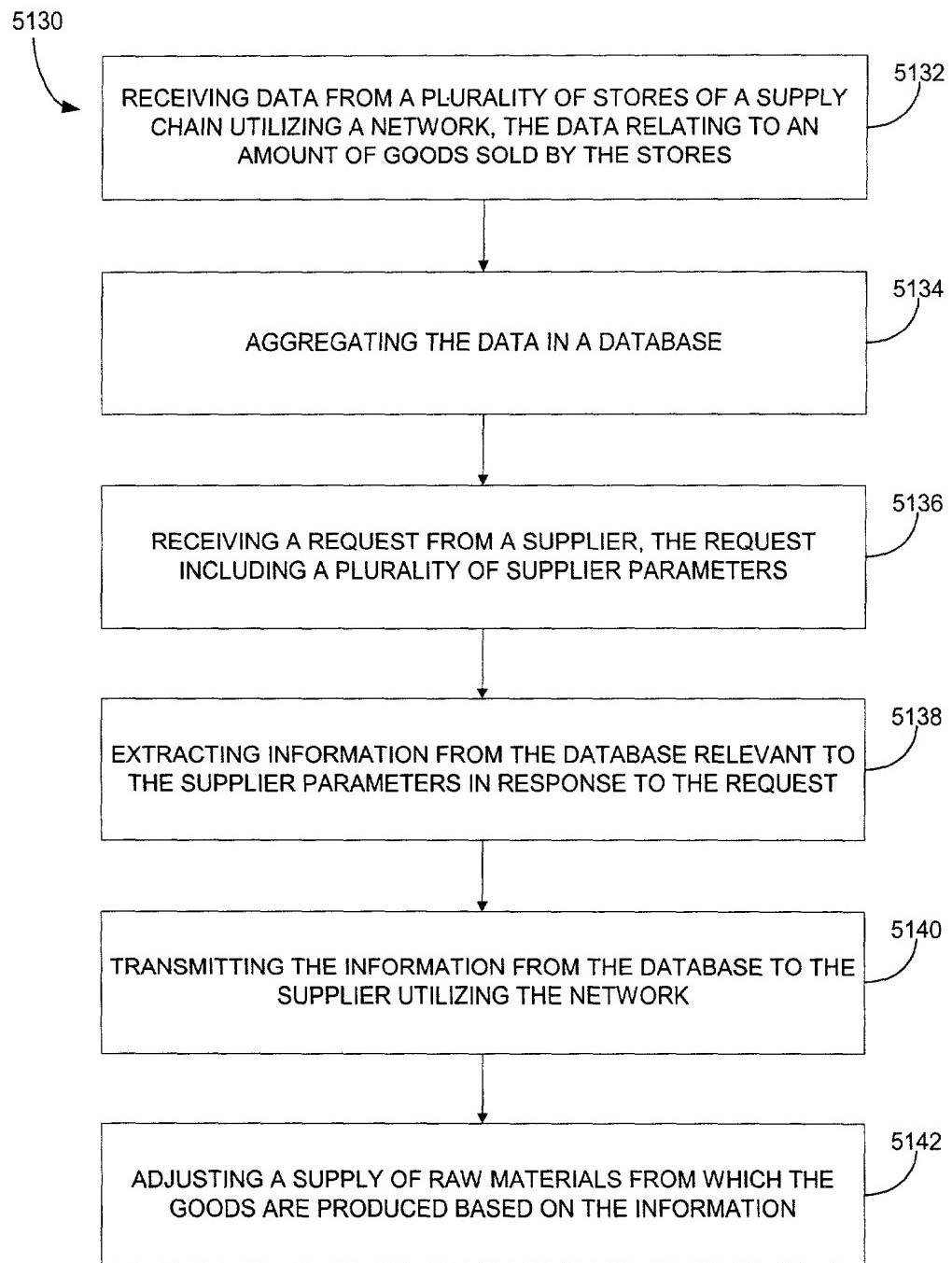


FIG. 51

098458330 0 0 0 0 0 0 0 0 0

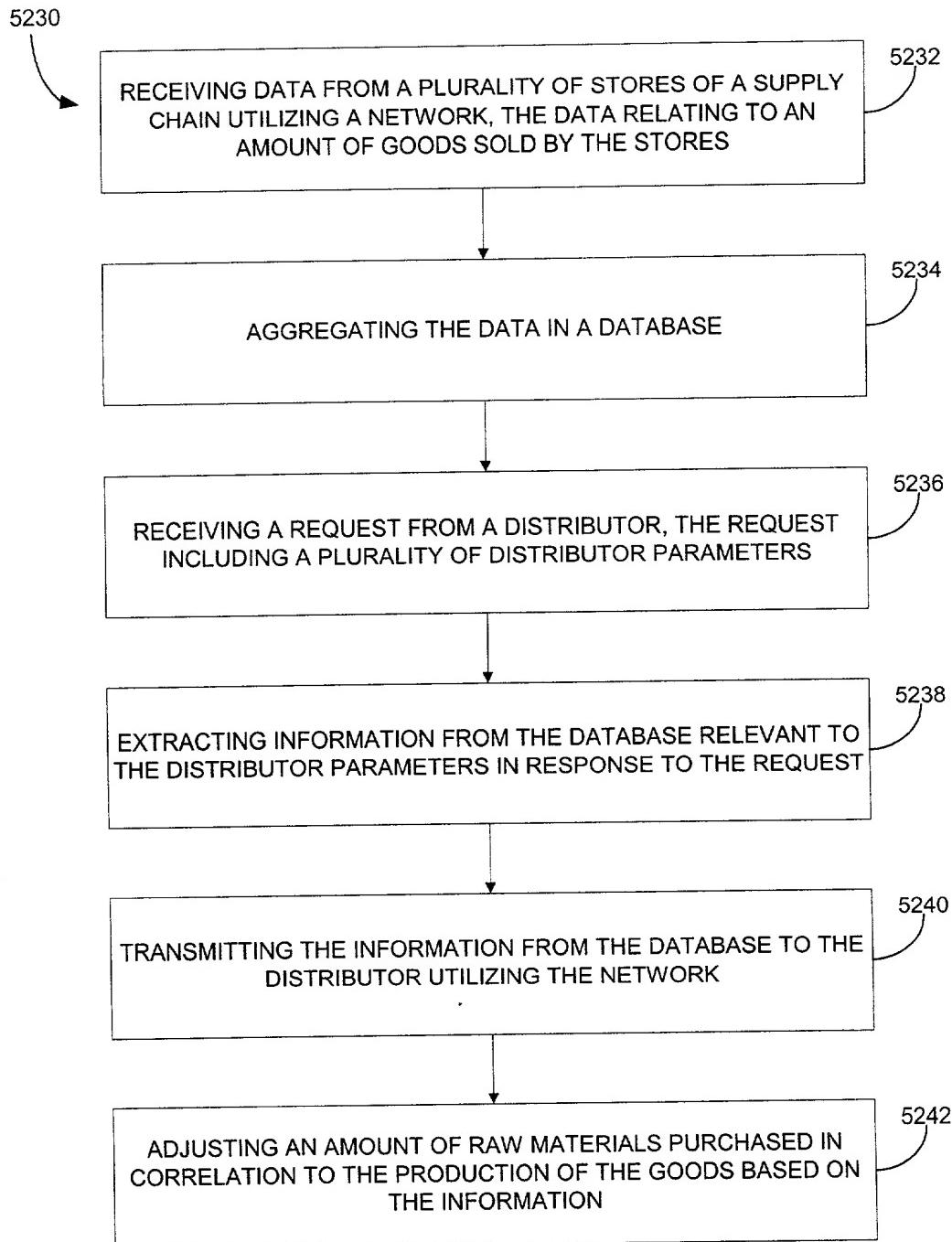


FIG. 52

RSI

Distributor

Printer Friendly Version

POS Implied Daily Usage - Distributor

Tuesday, October 24, 2000

5300

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14 Day Rolling (Total Cases)														Week Ending Total						
DC Item No	Item Description	% Chg	14 Day Avg	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/25	9/18	
Number of Restaurants Serviced by DC																				
18906	BULLSEYE SAUCE BULK	0.00%	13	21	23	18	16	16	16	12	21	21	15	13	13	109	98	80	72	
20788	MUSTARD: BULK BK	0.00%	12	19	20	18	14	14	13	14	19	19	16	15	14	110	104	104	100	
24340	MAYONNAISE: BULK BK	0.00%	34	197	211	173	156	154	153	160	200	206	176	155	151	1184	1146	1142	1109	
24966	STRAW: WRAPPED	0.00%	21	33	34	27	25	24	24	24	34	33	27	24	24	189	179	186	178	
25318	FORK: WRAPPED BULK BK	0.00%	10	11	12	10	9	9	9	9	11	12	11	10	9	10	11	56	58	
25452	KNIFE: WRAPPED BULK BK	0.00%	3	3	3	2	2	2	2	3	3	3	3	3	2	2	18	15	8	9
27682	KETCHUP: BULK BAG IN BOX	0.00%	98	134	142	116	104	102	101	100	136	139	116	106	102	796	771	776	748	
27690	KETCHUP: PACKETS 10g BK	0.00%	127	194	205	160	143	142	139	144	197	197	160	142	140	1112	1070	1078	1044	

Done

Internet

FIG. 53

Local DC Promotion Forecast Report - Microsoft Internet Explorer

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Address http://test.rslink.com/dc/d_spromodelist.asp?dc=26576

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RSI

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REINHART - CEDAR RAPIDS, IA

Local Promotion Summary by DC

Tuesday, October 24, 2000

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Local Promotion Option	ADL	Start Date	Projected Day Usage	Duration In Weeks	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup	Chicago, IL	5/1/00	85	99	8	
	Davenport-RI-Moline, IA	5/1/00	85	32	17	
	Des Moines-Ames, IA	7/1/00	85	17	28	
	Omaha, NE	7/1/00	85	17	50	
	Peoria, IL	6/1/00	85	99	17	
	Sioux City, IA	6/26/00	85	99	10	
	Springfield-Decatur-Champaign, IL	6/1/00	85	99	1	
32 oz. Motor Cup Total					131	
Big King	Cedar Rapids-Waterloo-Barbq, IA	4/16/00	99	99	19	
	Davenport-RI-Moline, IA	4/15/00	99	99	17	
	Ottumwa-Kinsville, IA	4/15/00	99	99	3	
Big King Total					39	
Pancake Minis	Chicago, IL	5/16/00	20	99	8	
	Peoria, IL	5/1/00	20	99	17	
	Sioux City, IA	4/15/00	20	99	10	
Pancake Minis Total					36	

Print Done Internet

FIG. 54

File Edit View Favorites Tools Help

Address Link Help

RSI

Supplier

POS Implied Daily Usage - Supplier

Supplier:

[Printer Friendly Version](#)

POS Implied Daily Usage - Supplier
Tuesday, October 24, 2000

Supplier: TYSON FOODS

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FOB Point	RSL Item No	Item Description	14 Day Polling (Total Cases)												Week Ending Total	
			% Chg Day Avg	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13		10/12
Total																

Total of DC Locations		14 Day Polling (Total Cases)												Week Ending Total		
DC	Location	CHICKEN	PATTY	CHICKEN	PATTY	CHICKEN	PATTY	CHICKEN	PATTY	CHICKEN	PATTY	CHICKEN	PATTY		CHICKEN	PATTY
6	CHICKEN-PATTY	0.00%	0.00%	90	137	144	111	100	96	95	100	134	137	126	100	100
7	CHICKEN-BK BROILER	0.00%	0.00%	35	51	60	48	45	43	40	53	60	48	45	41	330
8	CHICKEN-TENDERS	0.00%	0.00%	222	335	337	268	240	249	225	248	346	335	255	228	223
	CHICKEN															

Internet

FIG. 55

Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address Back Forward Stop Links Help

Member

Landed Cost Report

Restaurant Number: Date: Retrieve

Printer Friendly Version **Restaurant Landed Cost Verification Report**

Report Date: Sunday, October 22, 2000
 Restaurant Number: 0003473
 Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris
 Contact Number: 305-529-3409

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DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest. Cost
10340	4499	REGISTER TAPE-THERMAL 2.25" X 165'	\$21.27	\$1.57	\$22.84
12860	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$6.37	\$1.57	\$7.44
18086	369	SAUCE BULK KRAFT BULLSEYE	\$24.48	\$1.57	\$26.05
19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	87	MUSTARD-BULK 36 OZ	\$6.45	\$1.57	\$8.02
20940	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	88	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38
24600	4270	WATER-ICE MOUNTAIN 5L	\$6.41	\$1.57	\$7.98

FIG. 56

000000000000000000000000

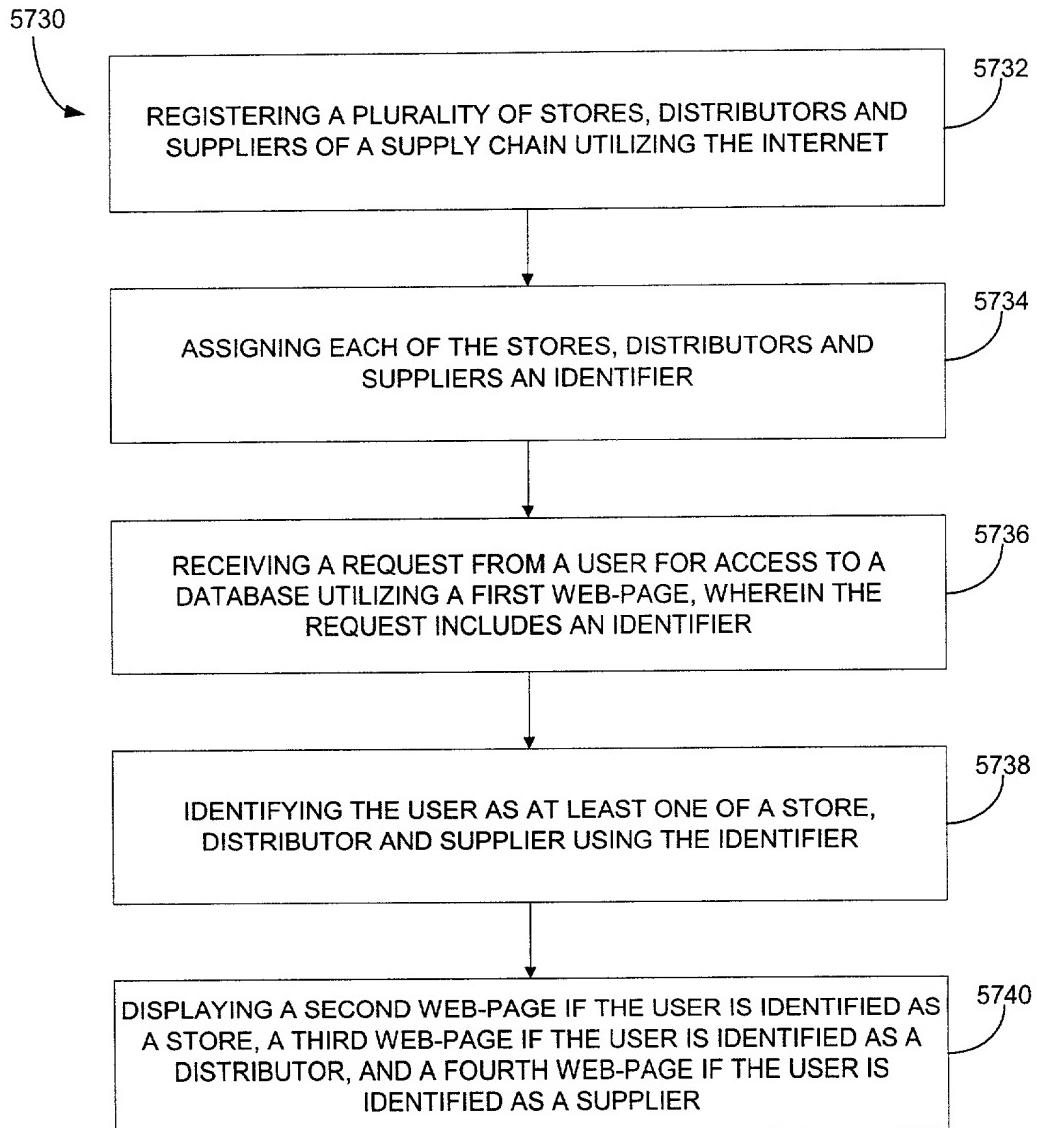
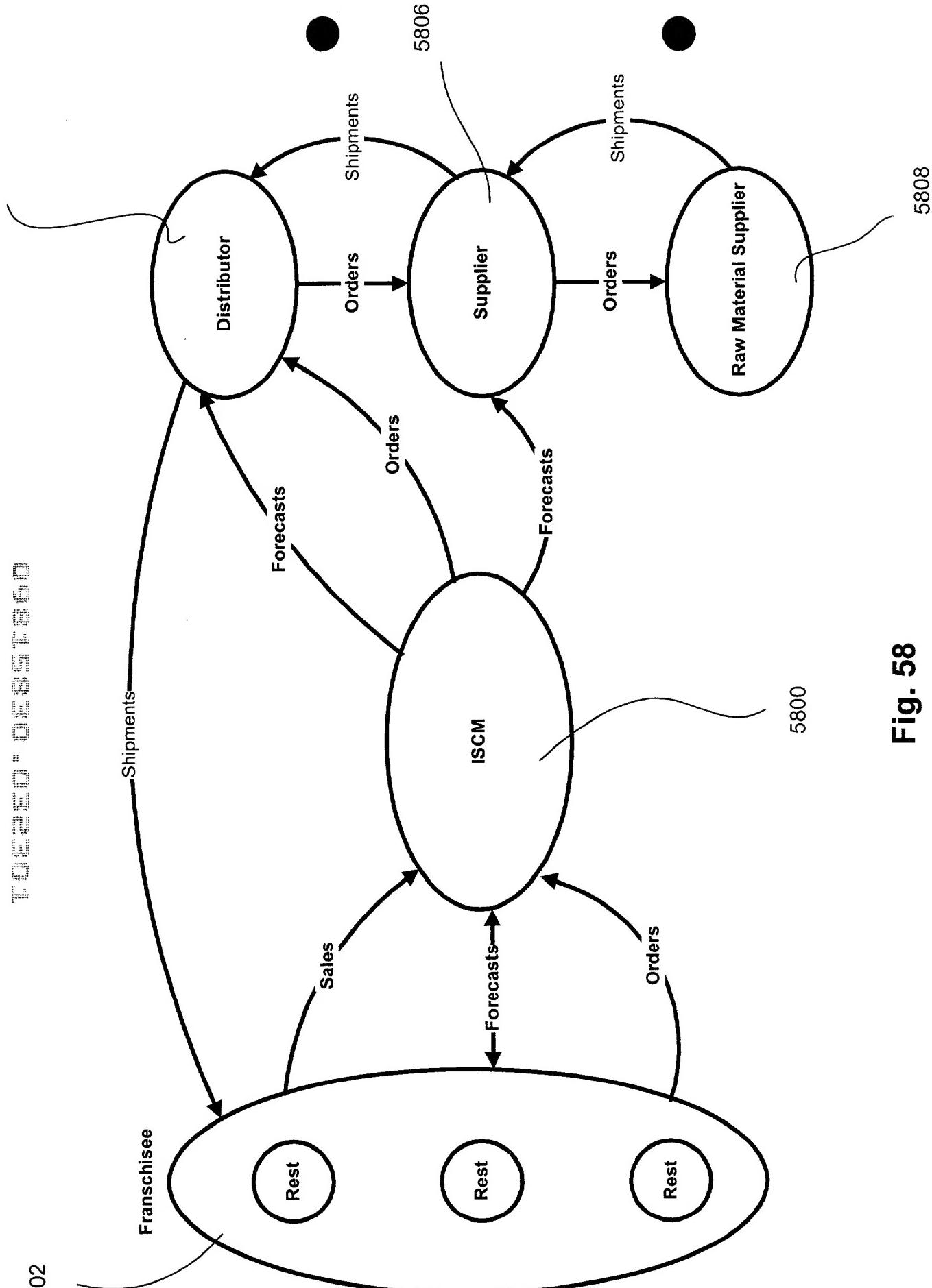


FIG. 57

5804

**Fig. 58**

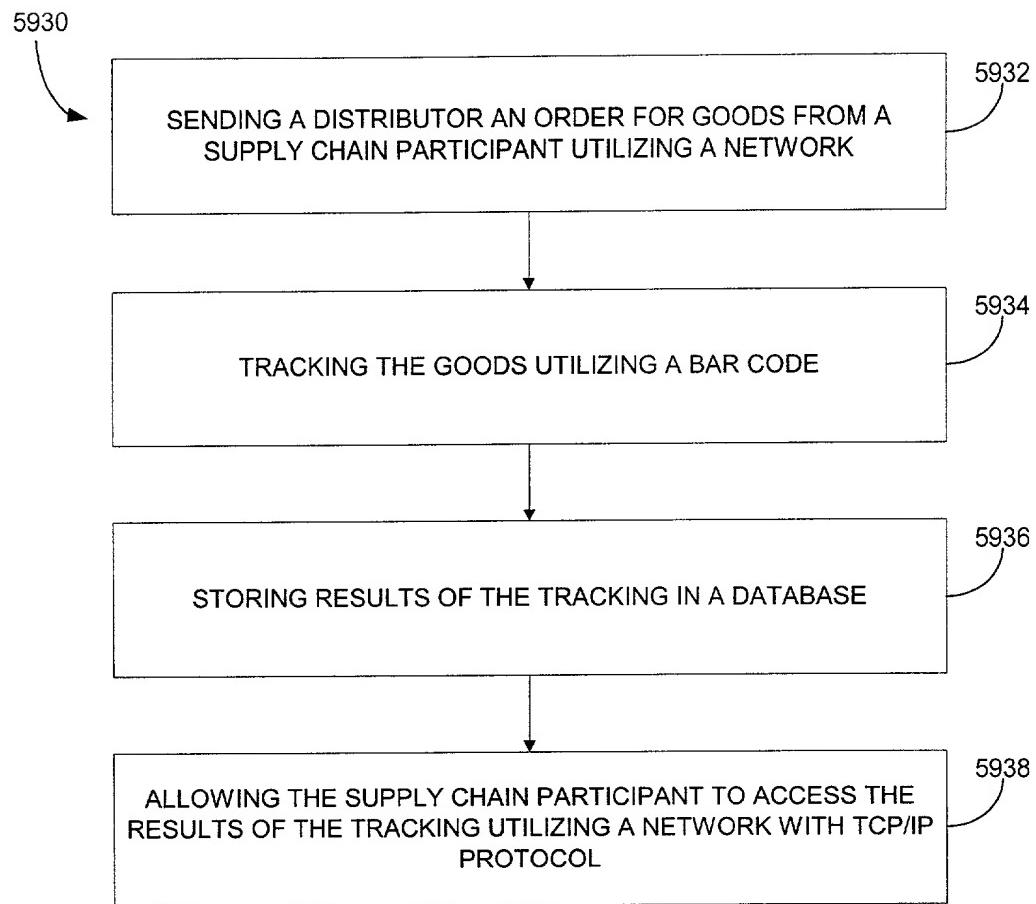
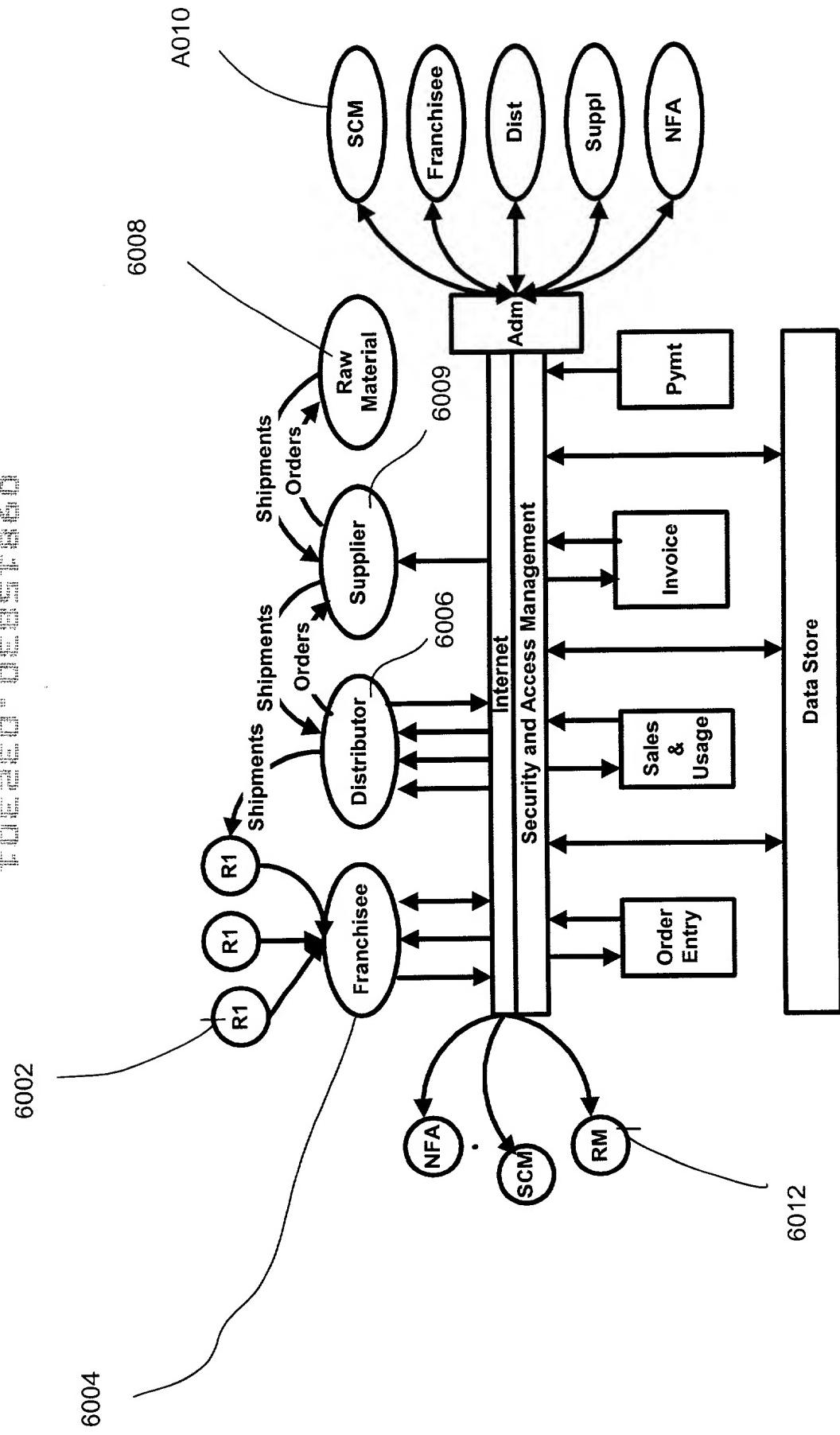


FIG. 59

Fig. 60



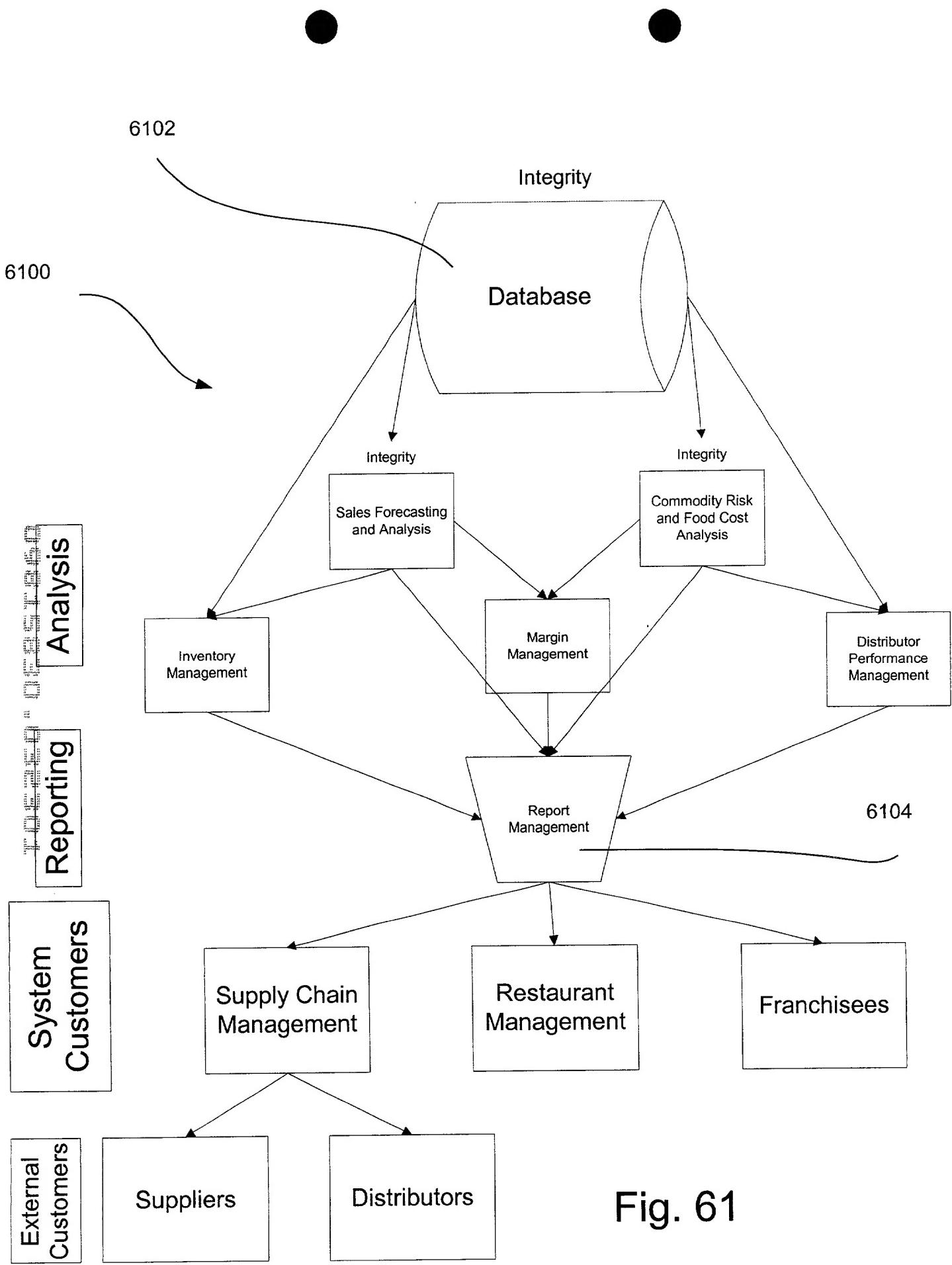


Fig. 61

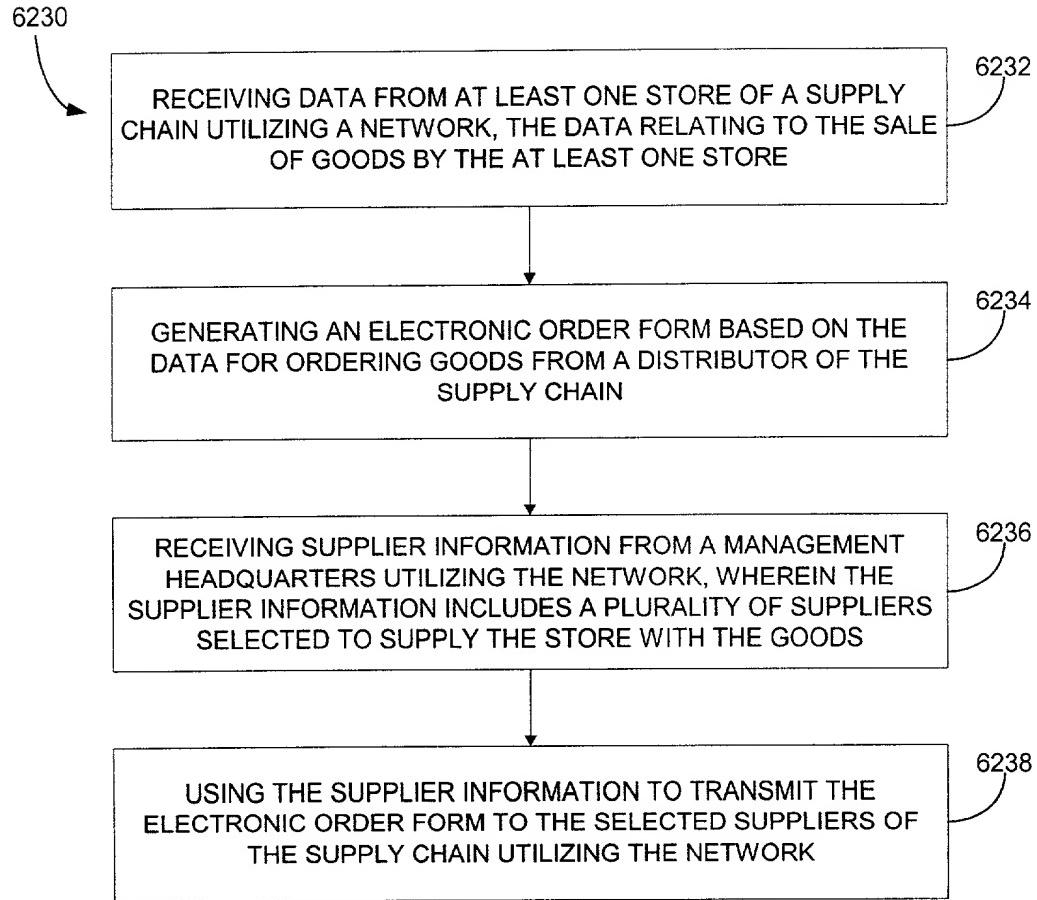


FIG. 62

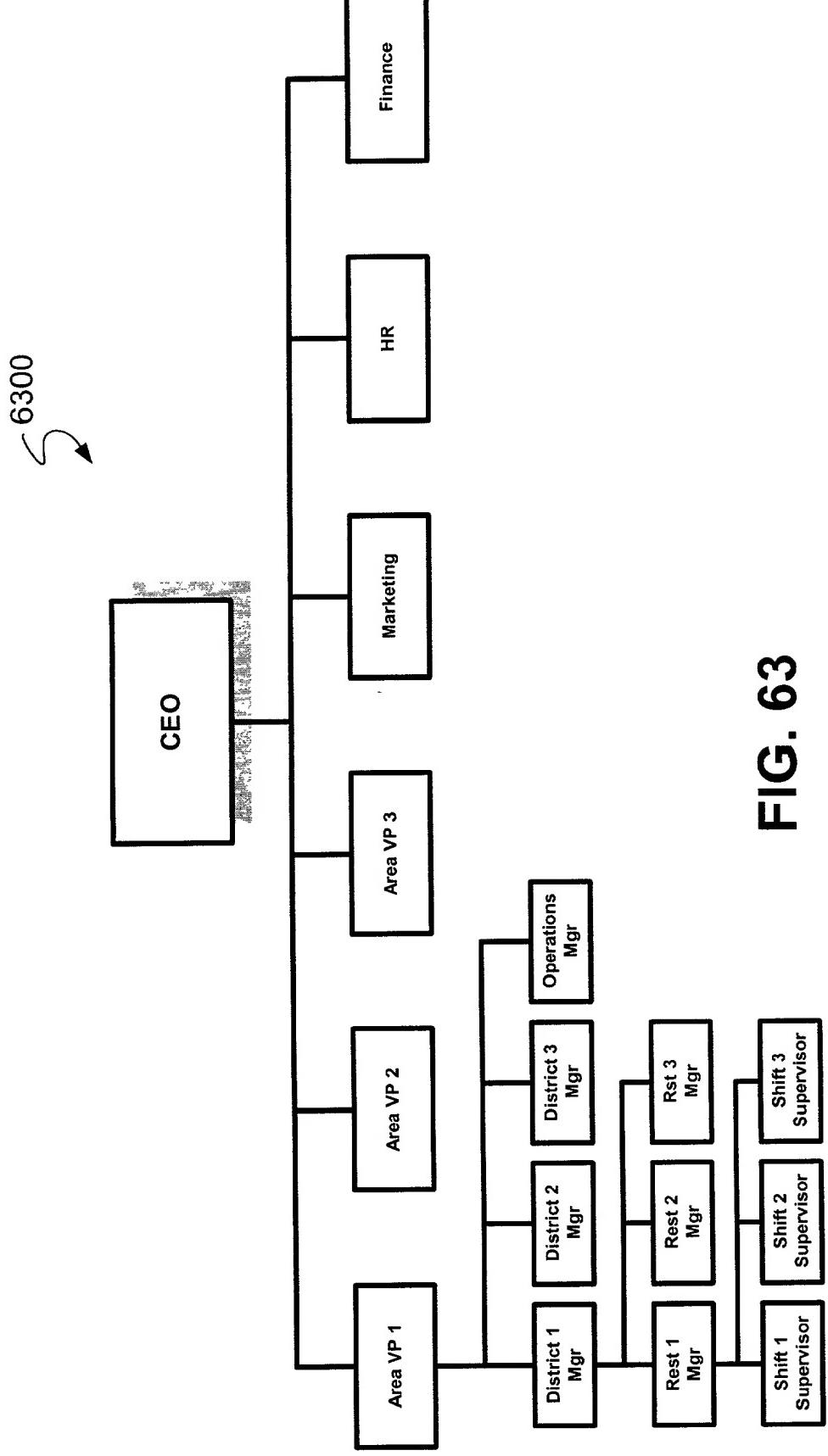


FIG. 63

00000000000000000000000000000000

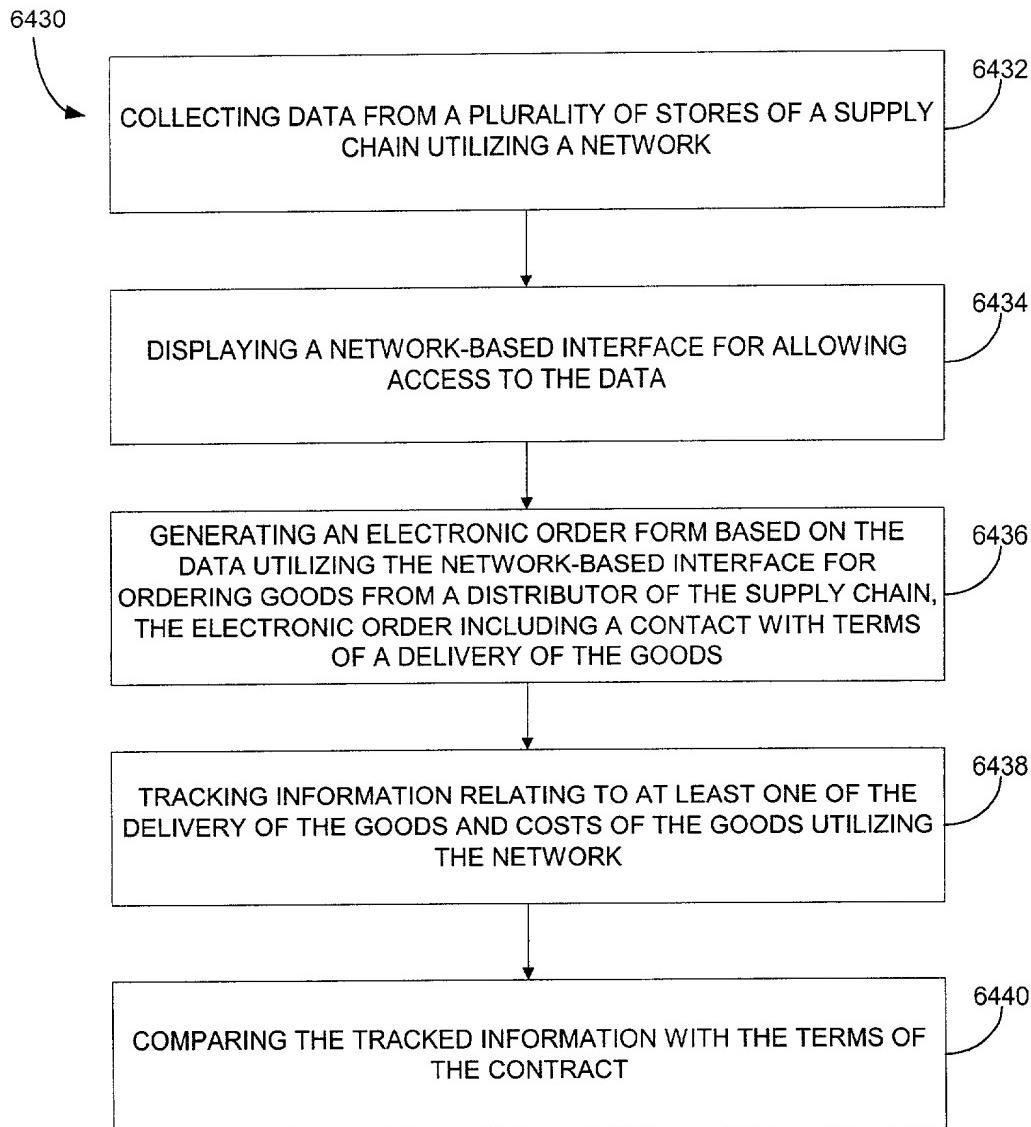


FIG. 64

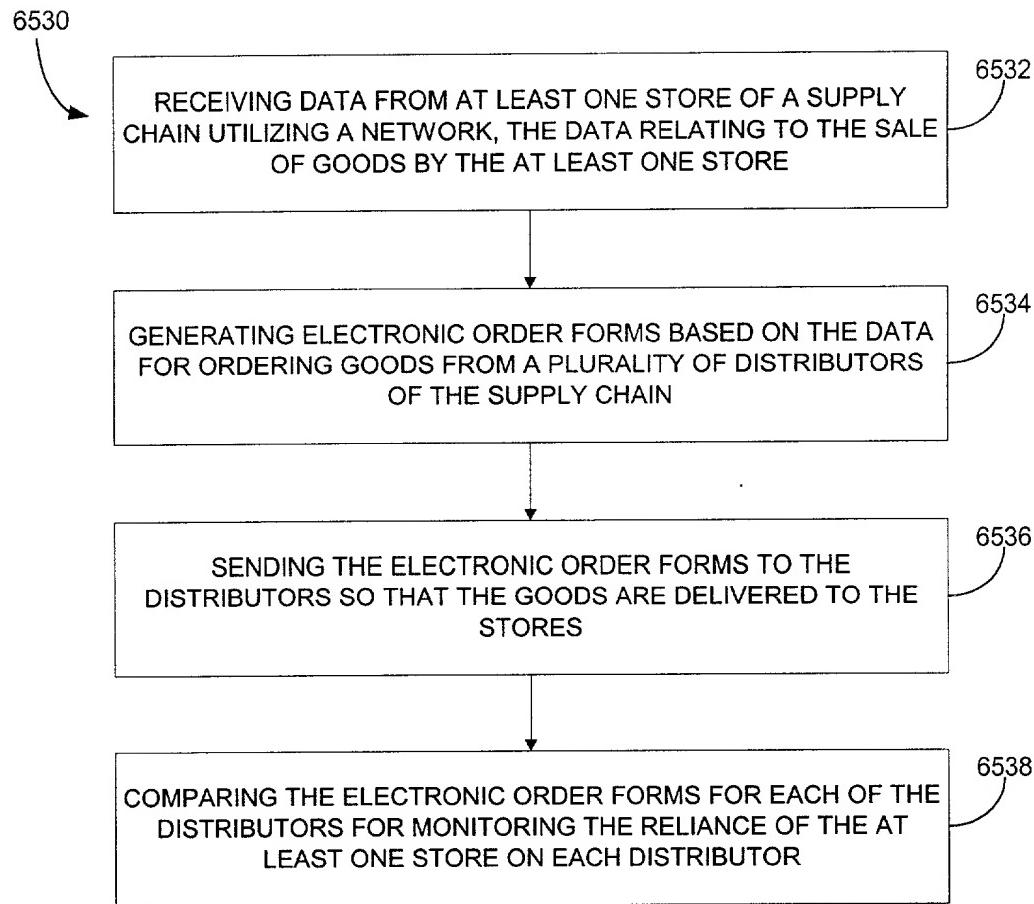


FIG. 65

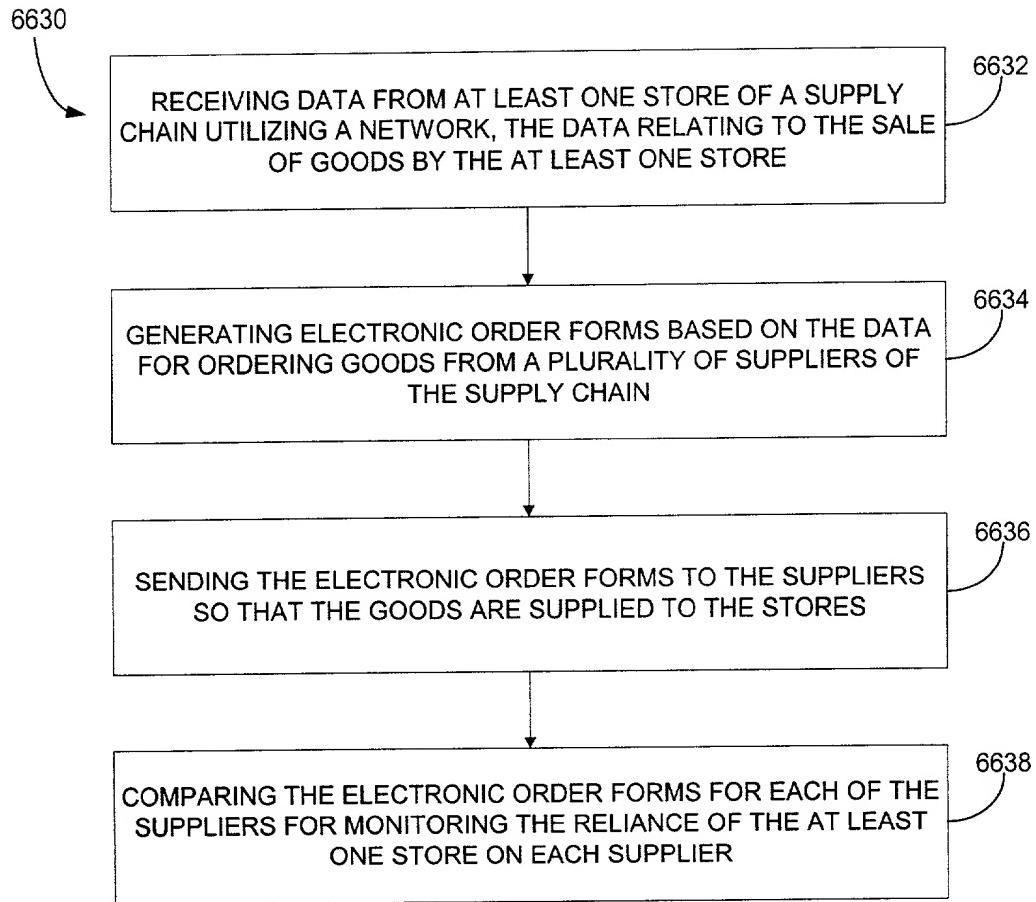


FIG. 66

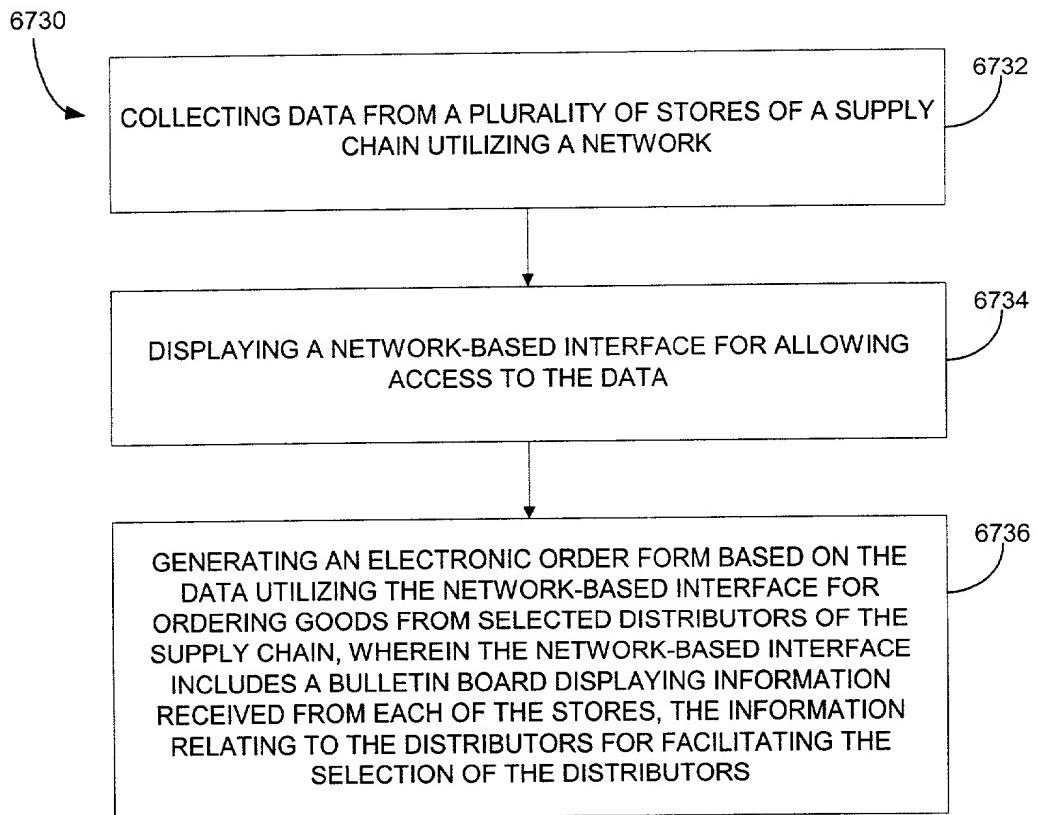


FIG. 67

0 9 8 4 5 6 3 0 - 0 3 3 3 3 0 1

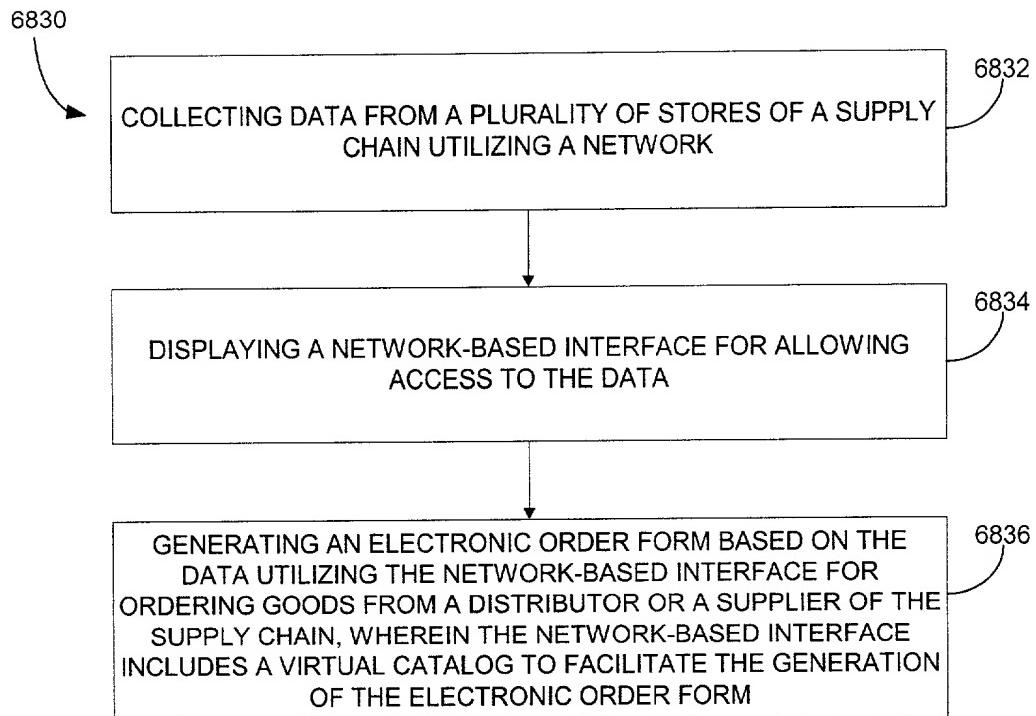
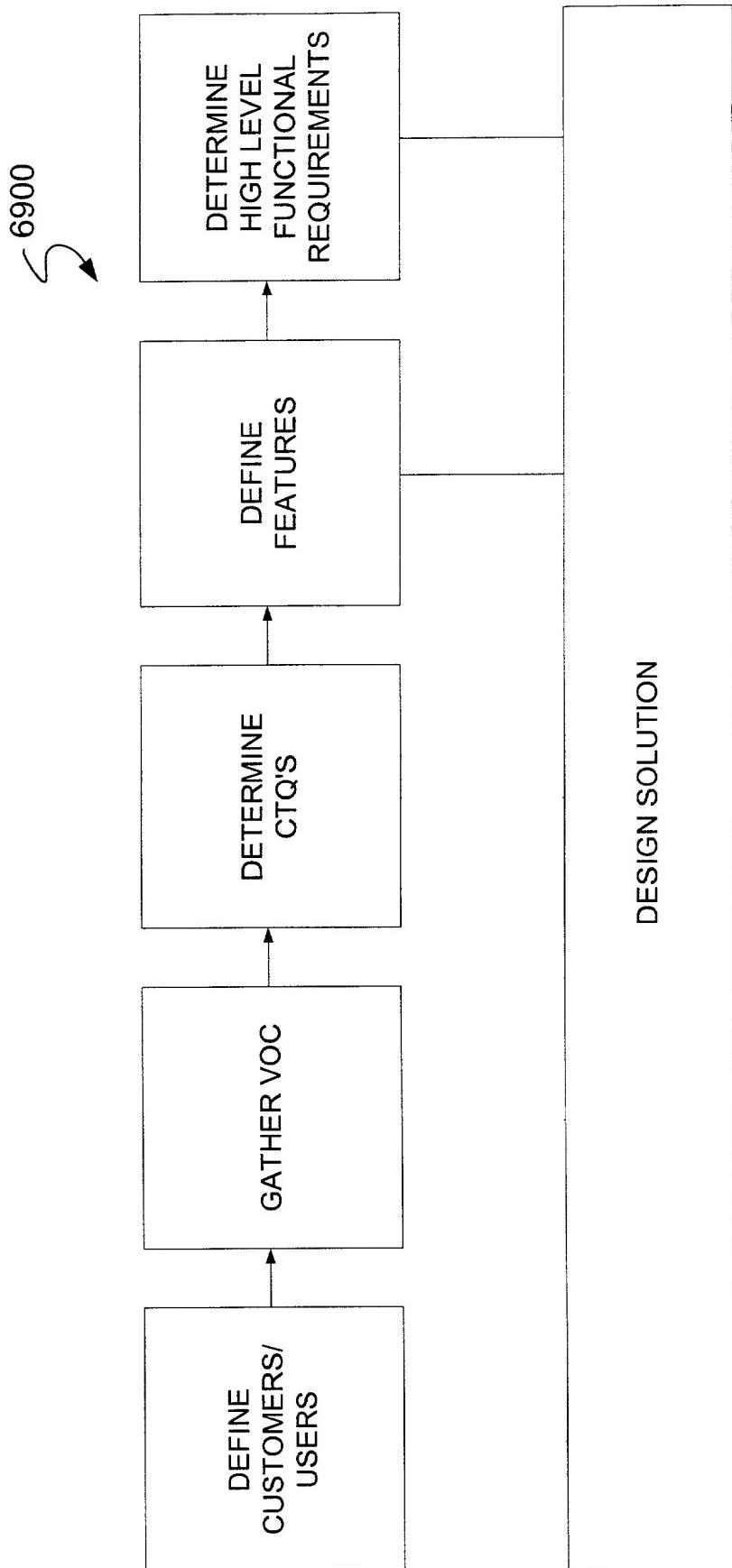


FIG. 68

FIG. 69



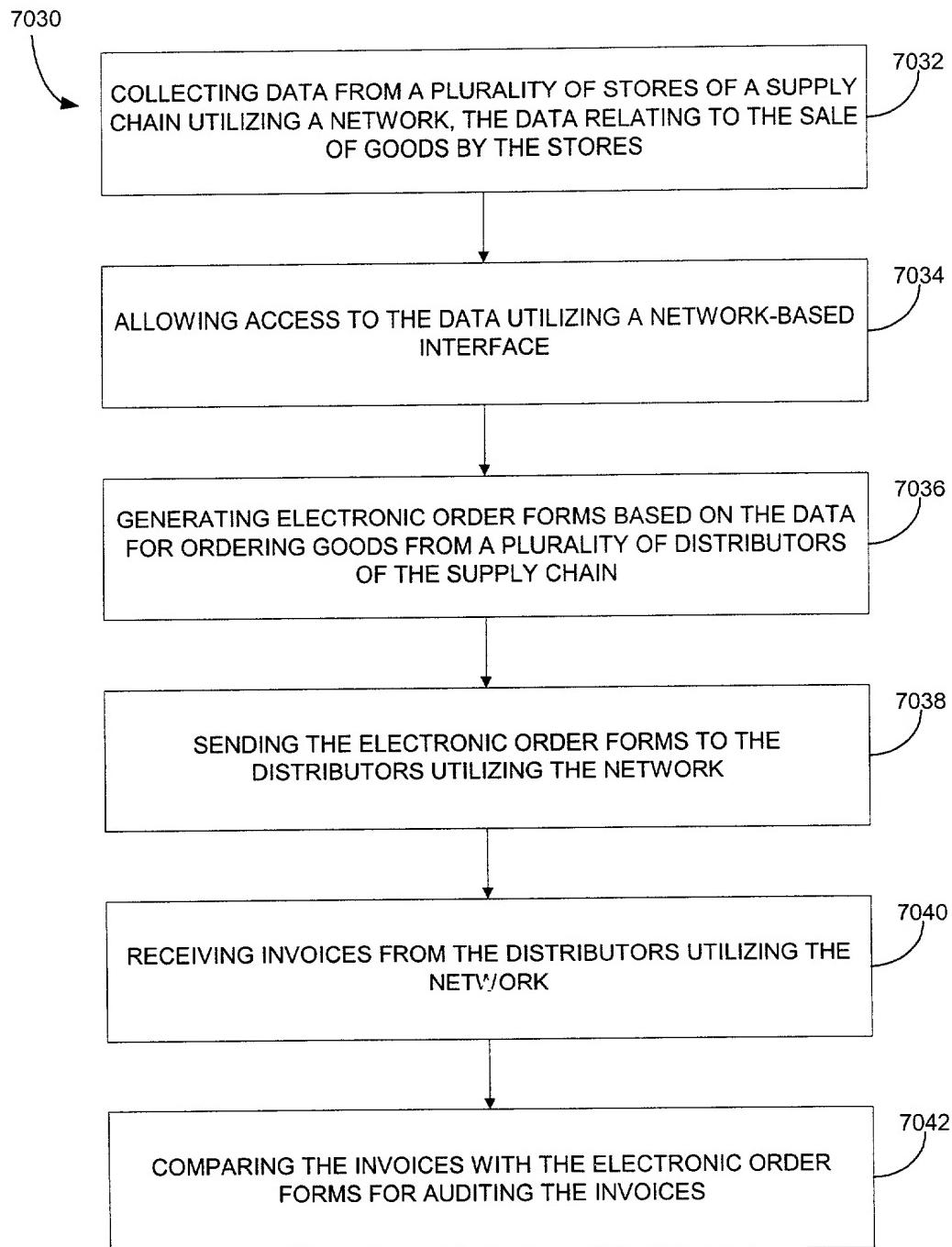


FIG. 70

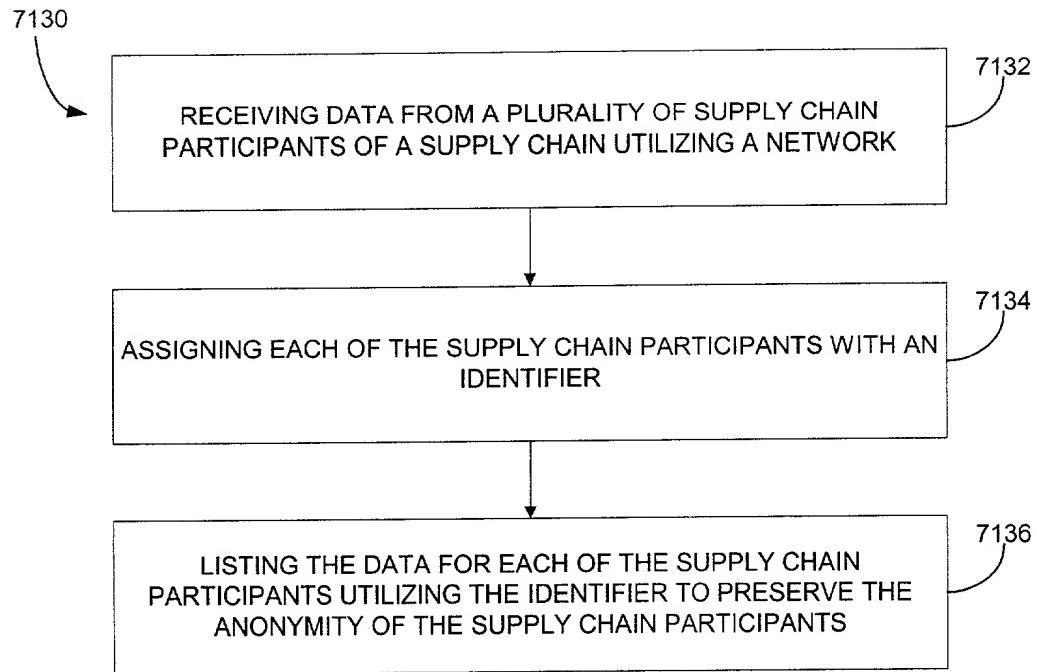


FIG. 71

00 00 00 00 00 00 00 00 00 00

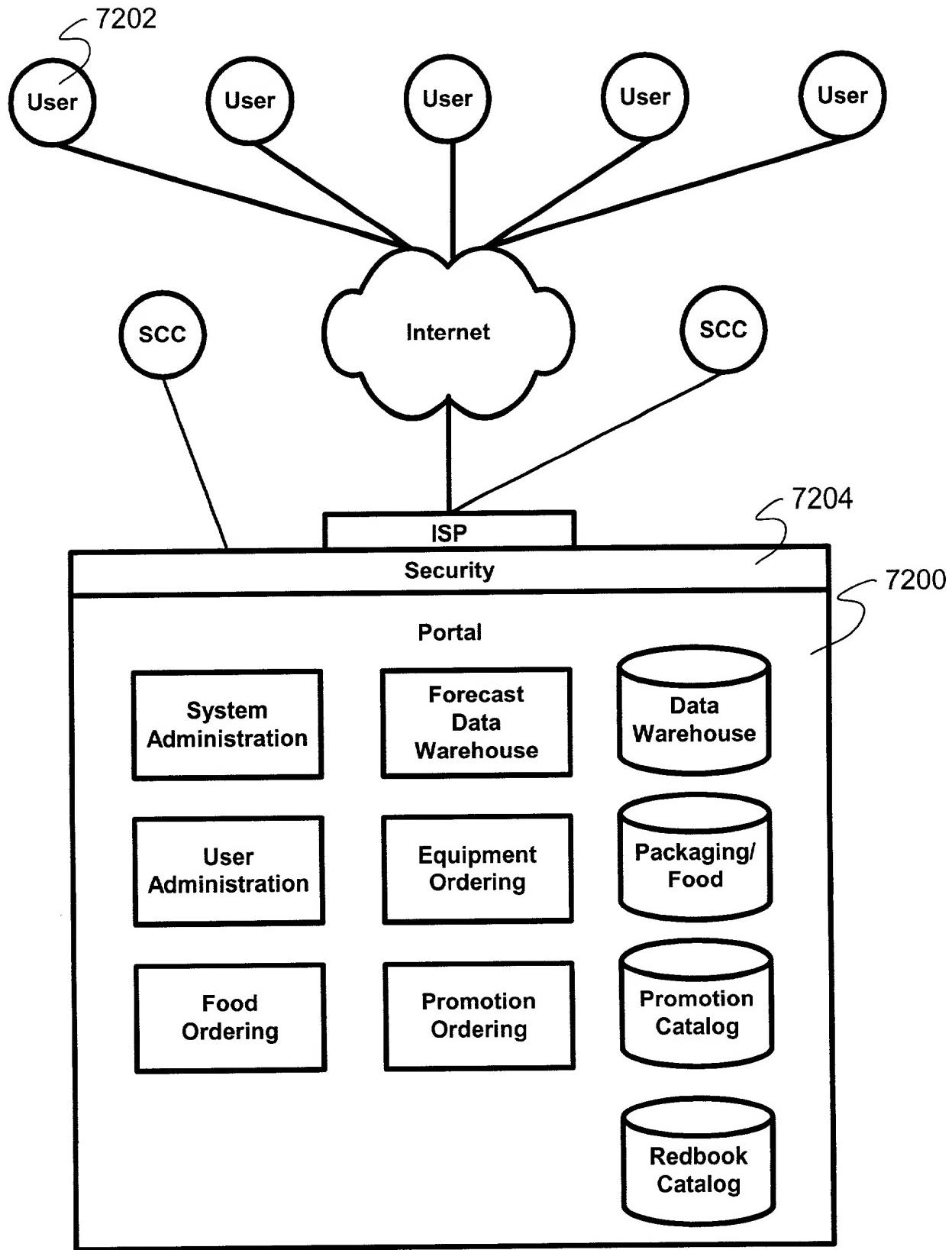
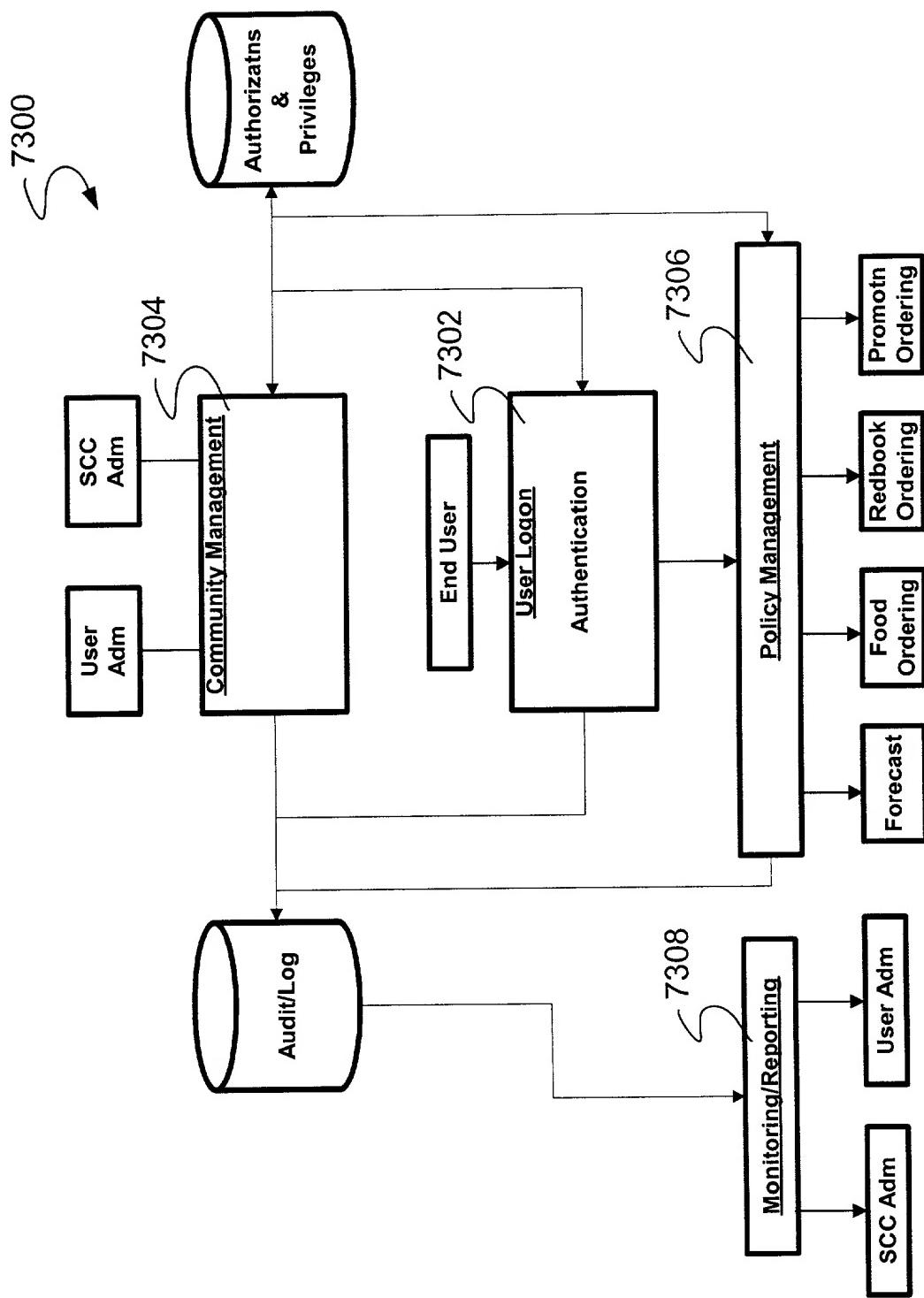


FIG. 72

FIG. 73



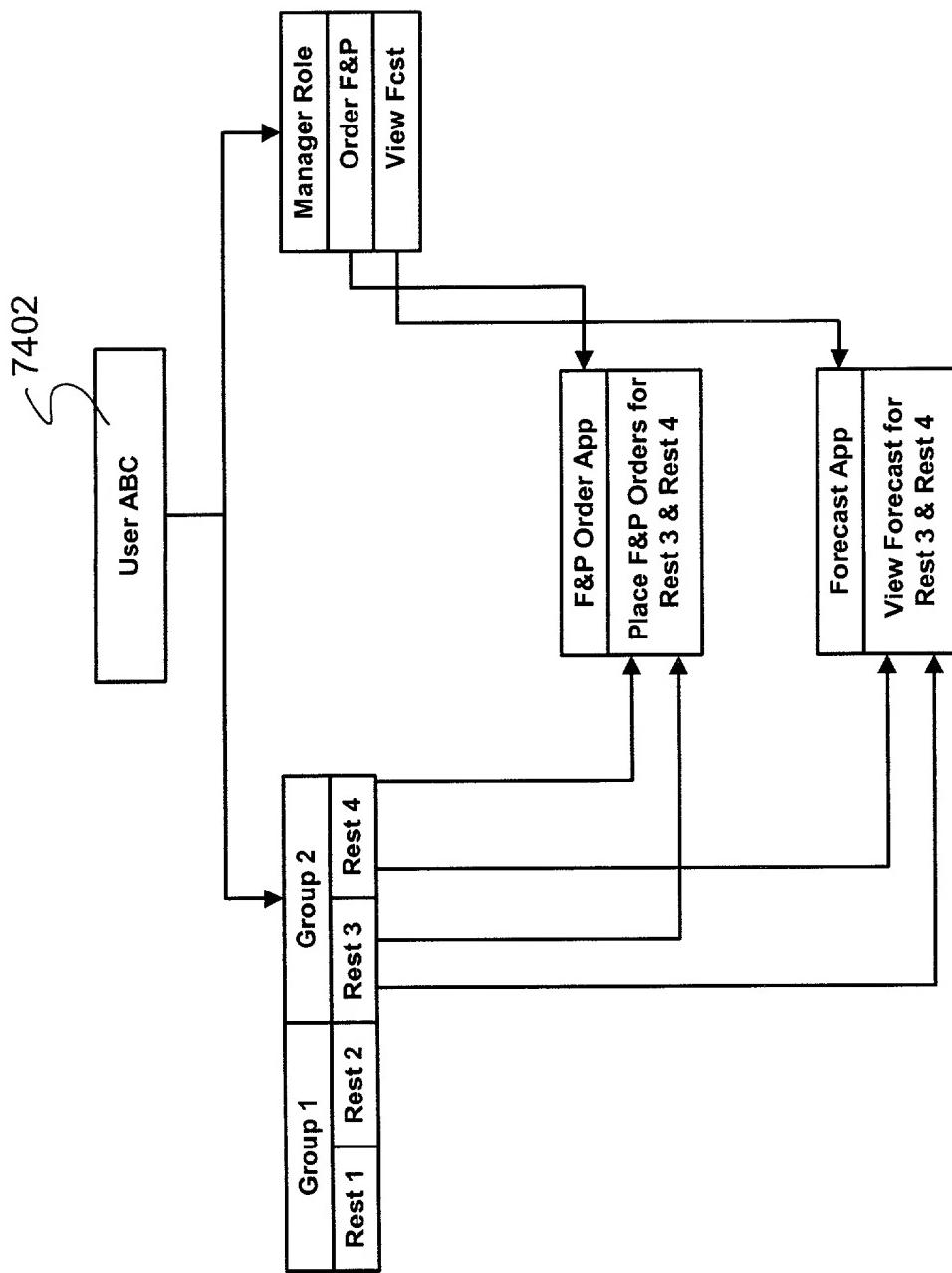
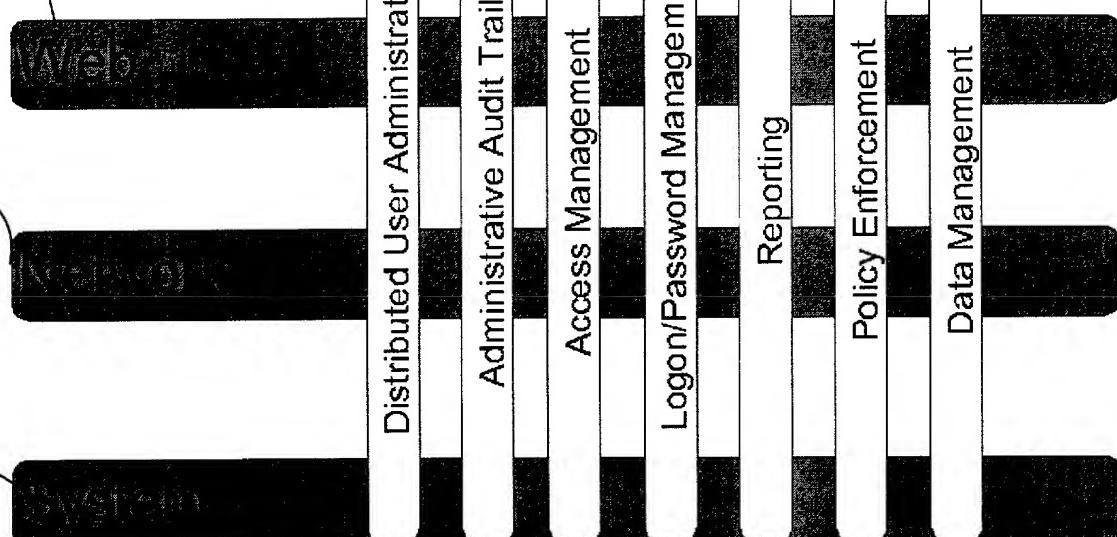


FIG. 74

7506

Security Policy



7502

Fig. 75

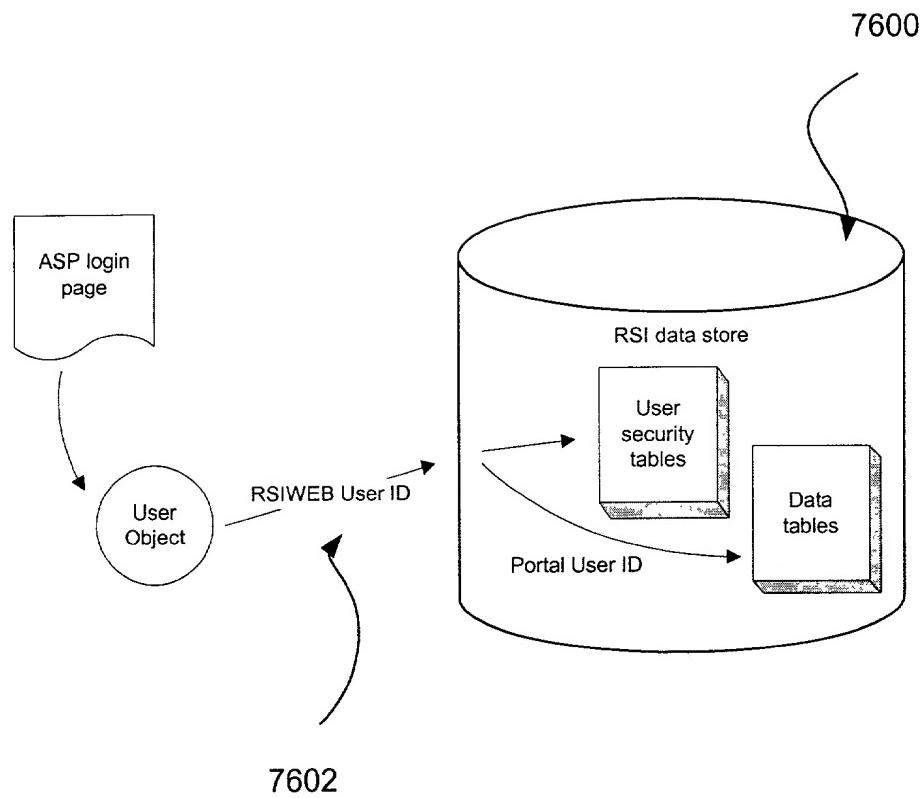


Fig. 76

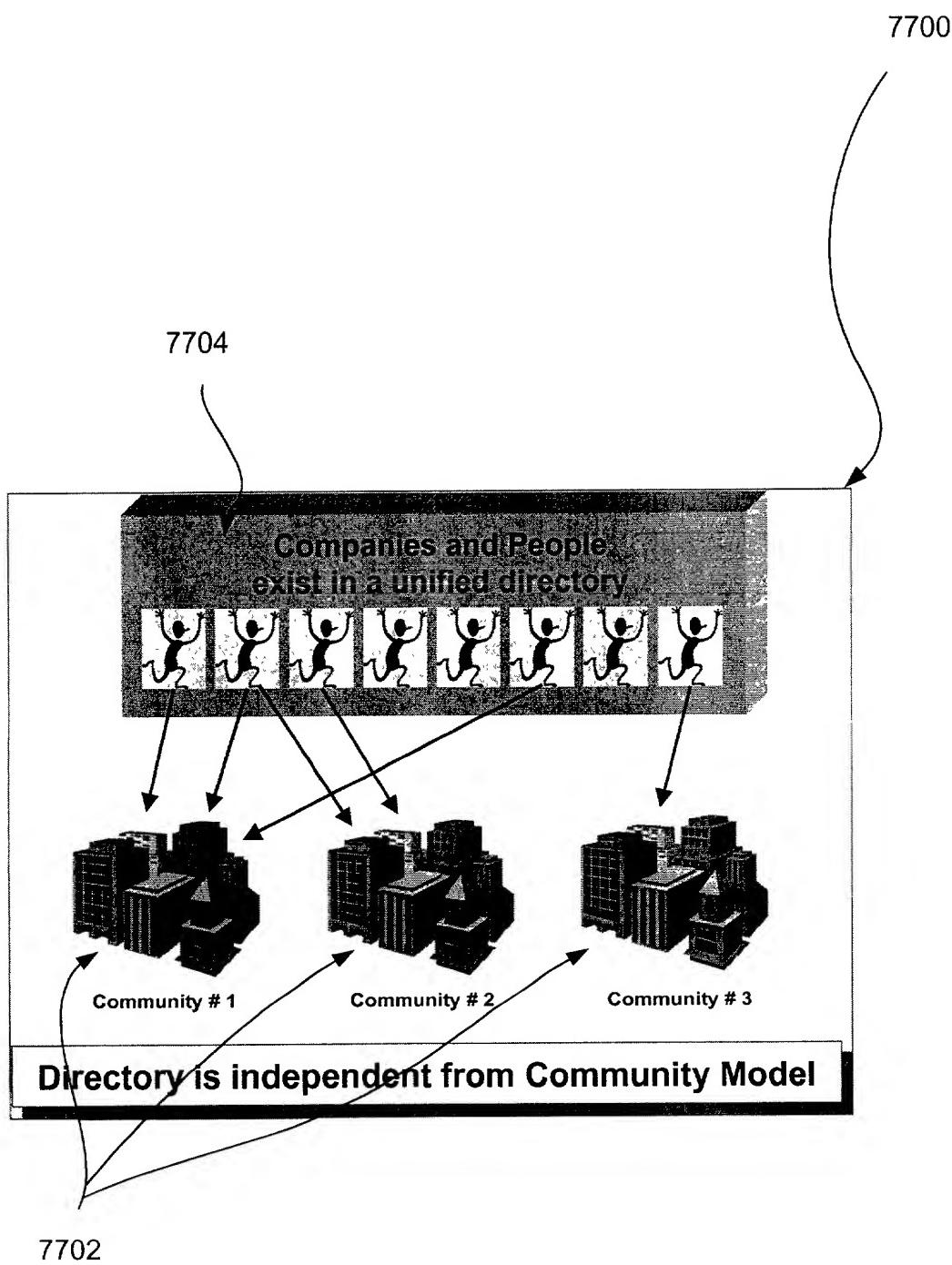


Fig. 77

7800

7802

7804

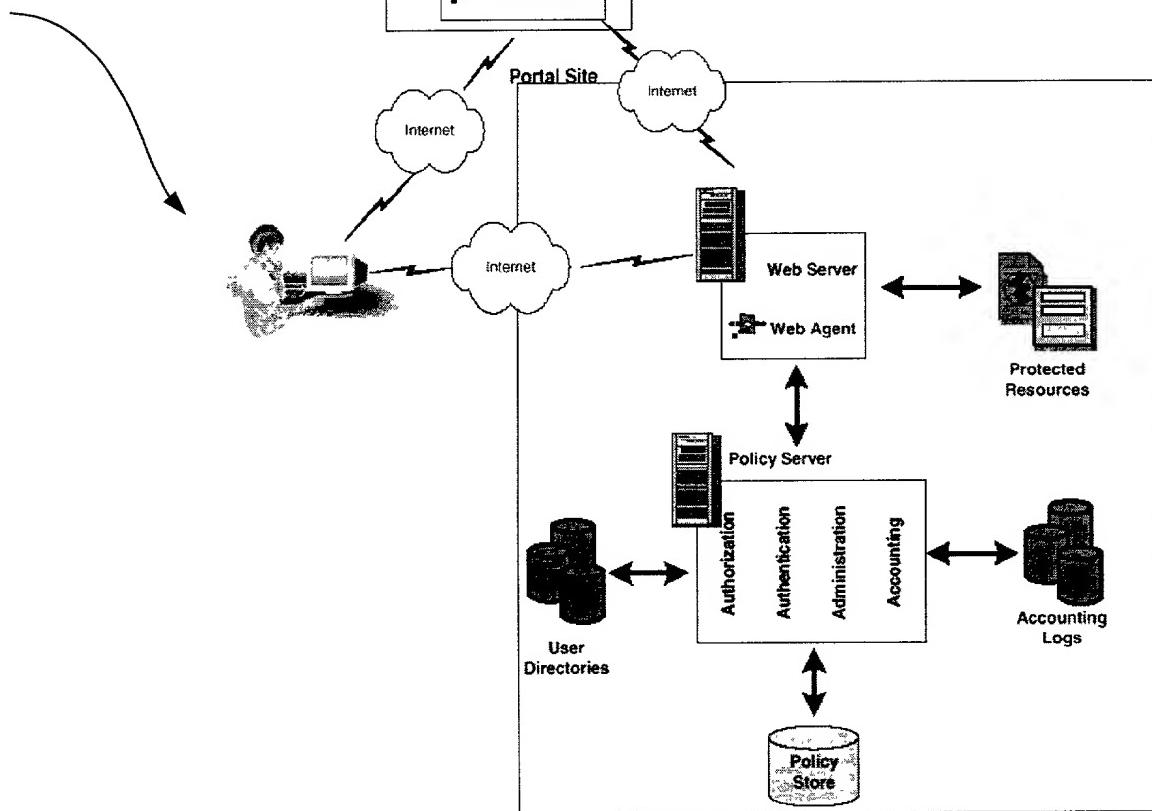
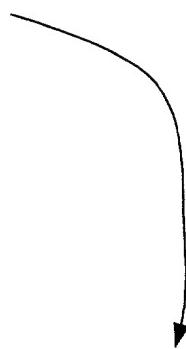


Fig. 78

7900



7902

Policy-Based Web Security Model

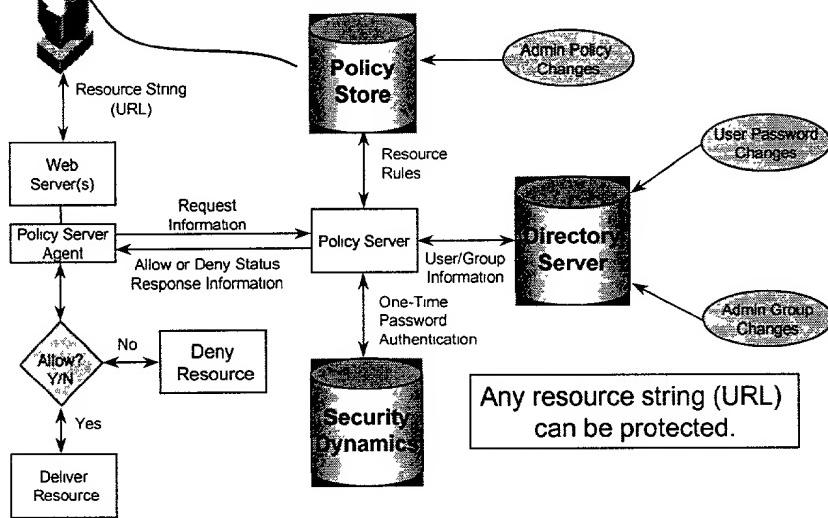


Fig. 79

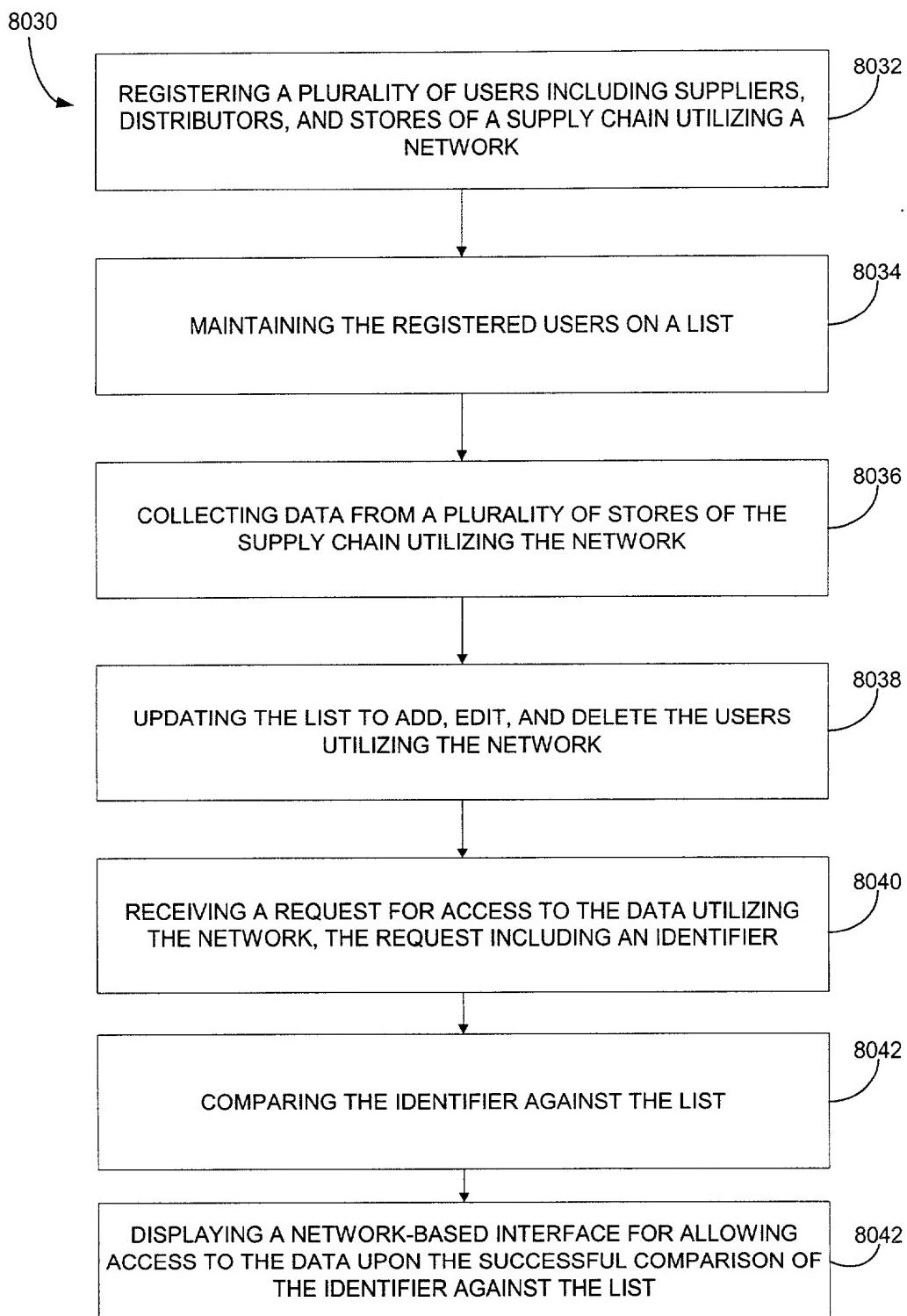


FIG. 80

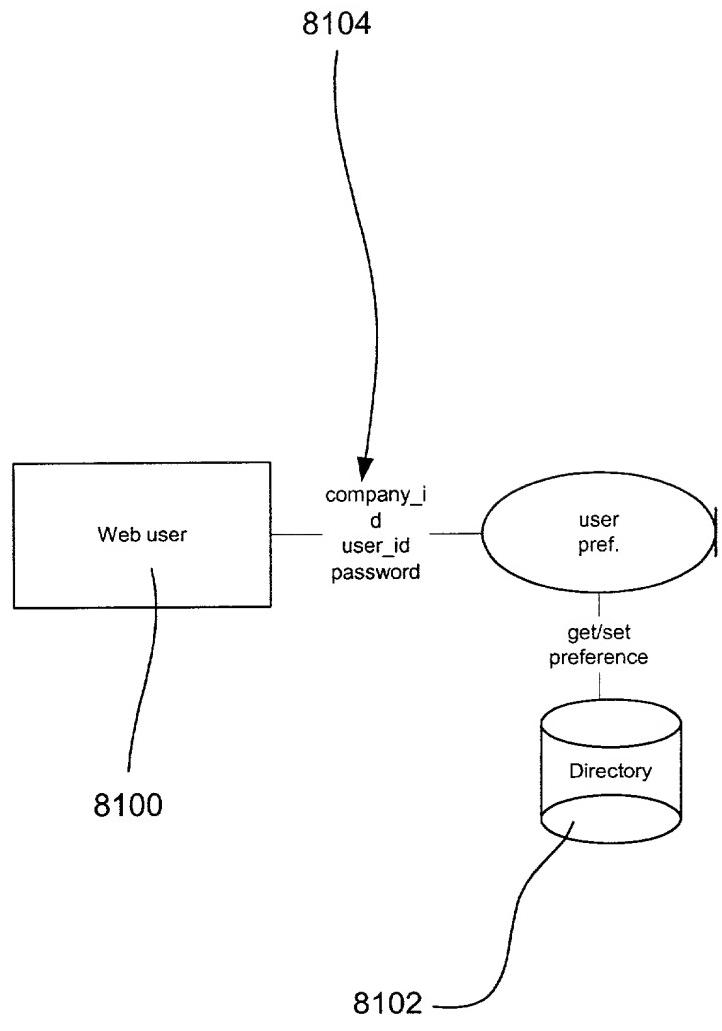


Fig. 81

8200

8202

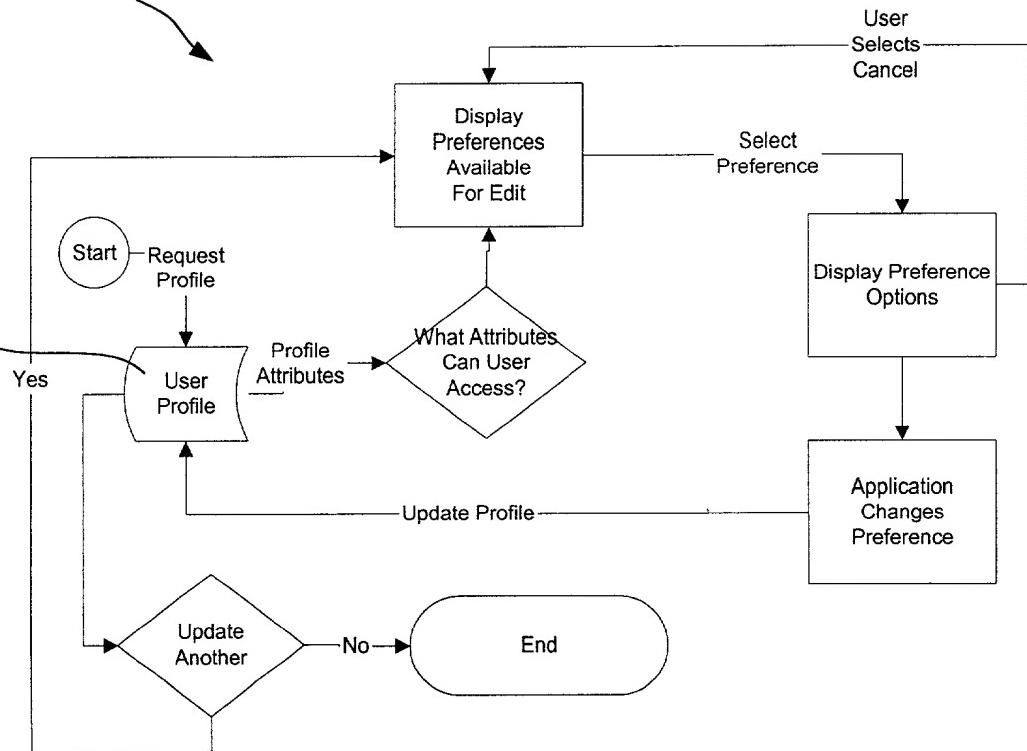


Fig. 82

8304

8302

8301
8302
8303
8304
8305
8306

8300

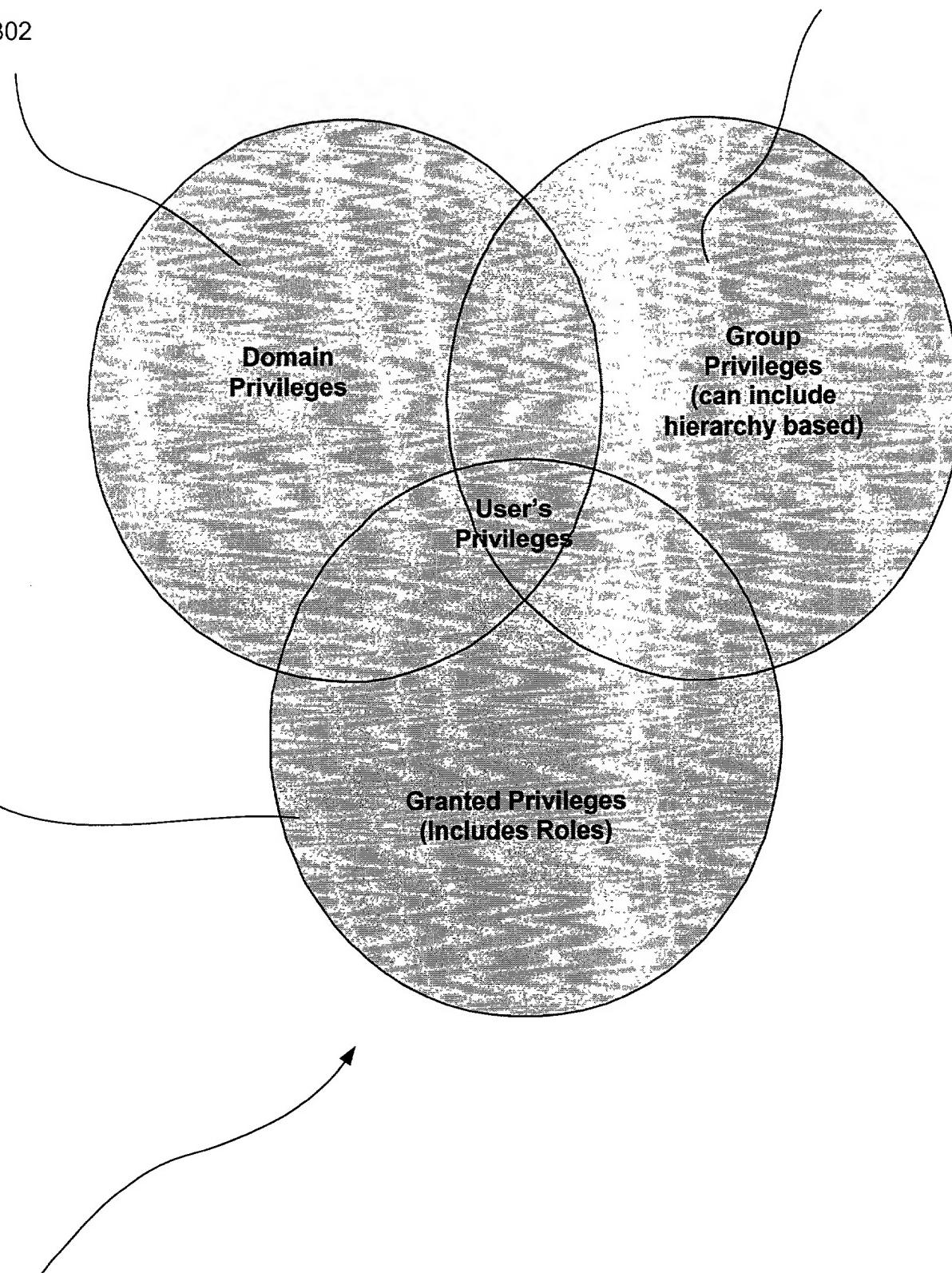


Fig. 83

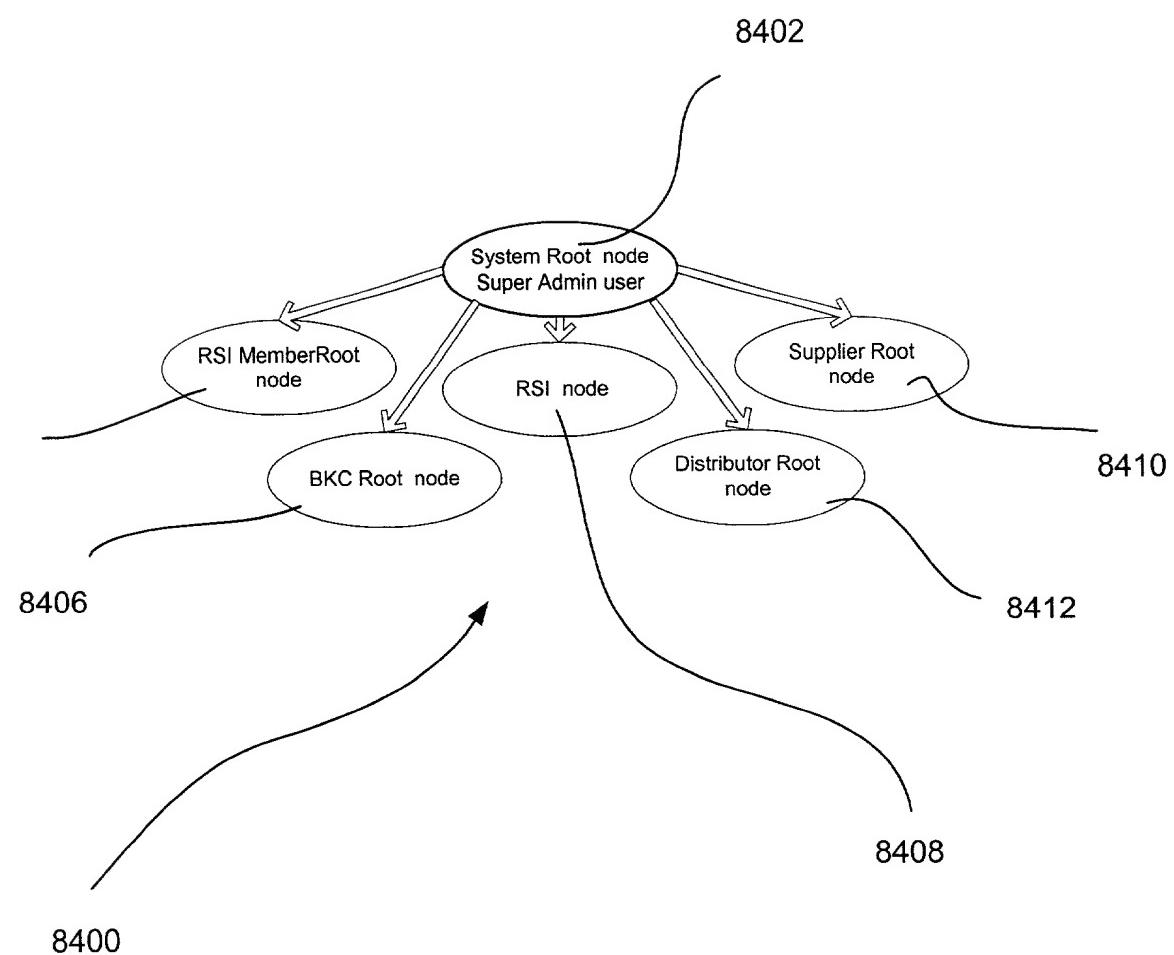


Fig. 84

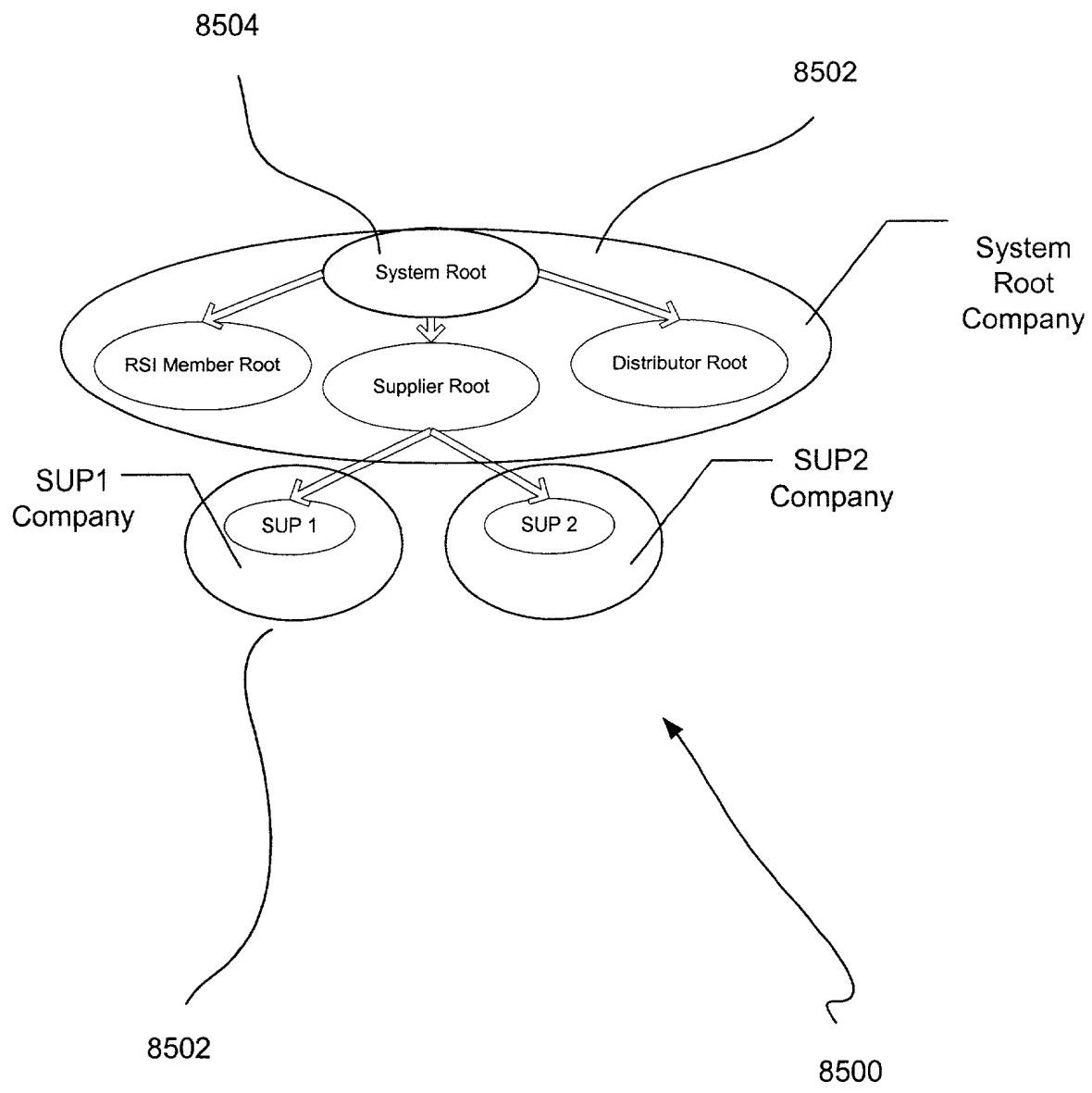


Fig. 85

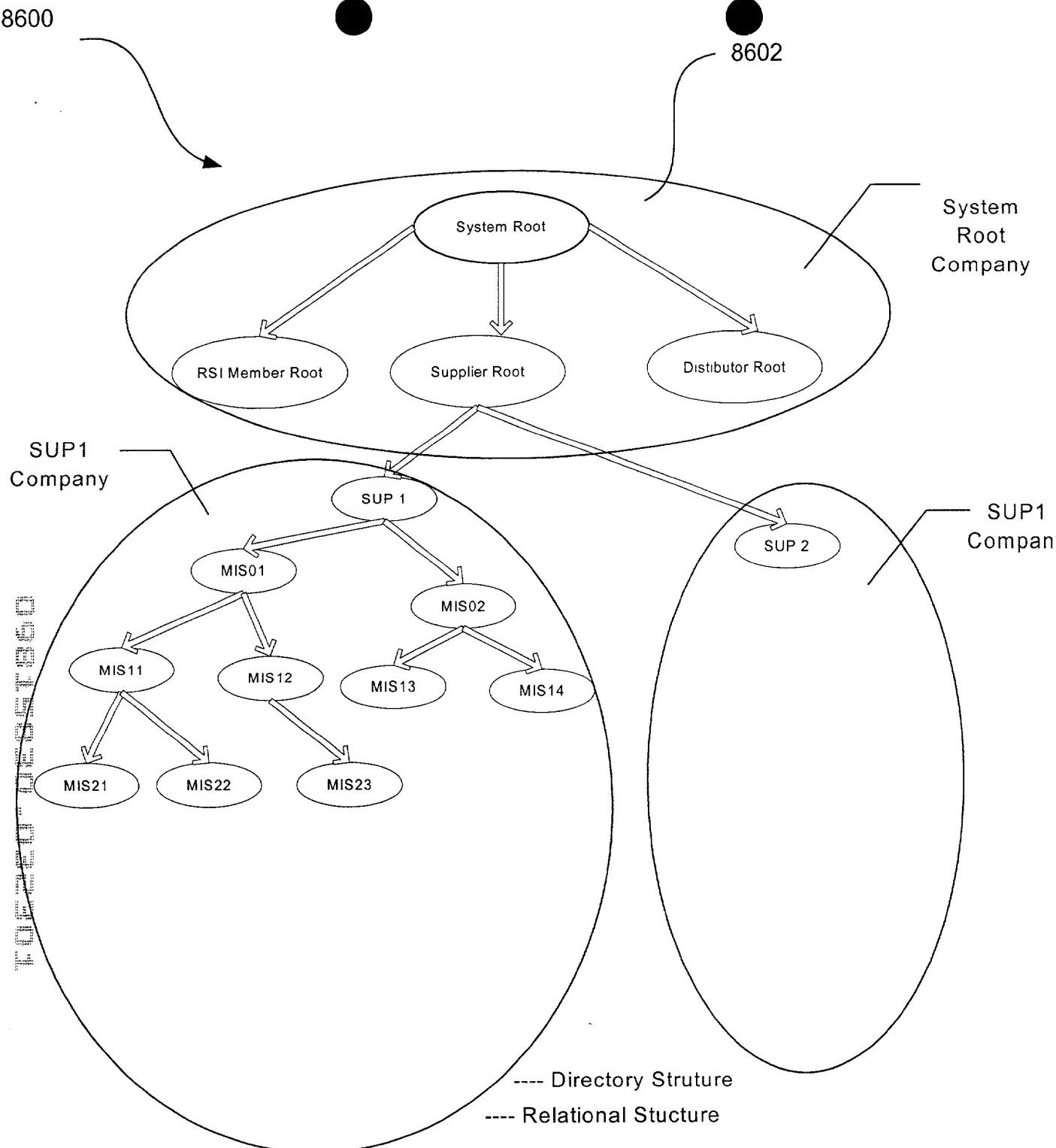
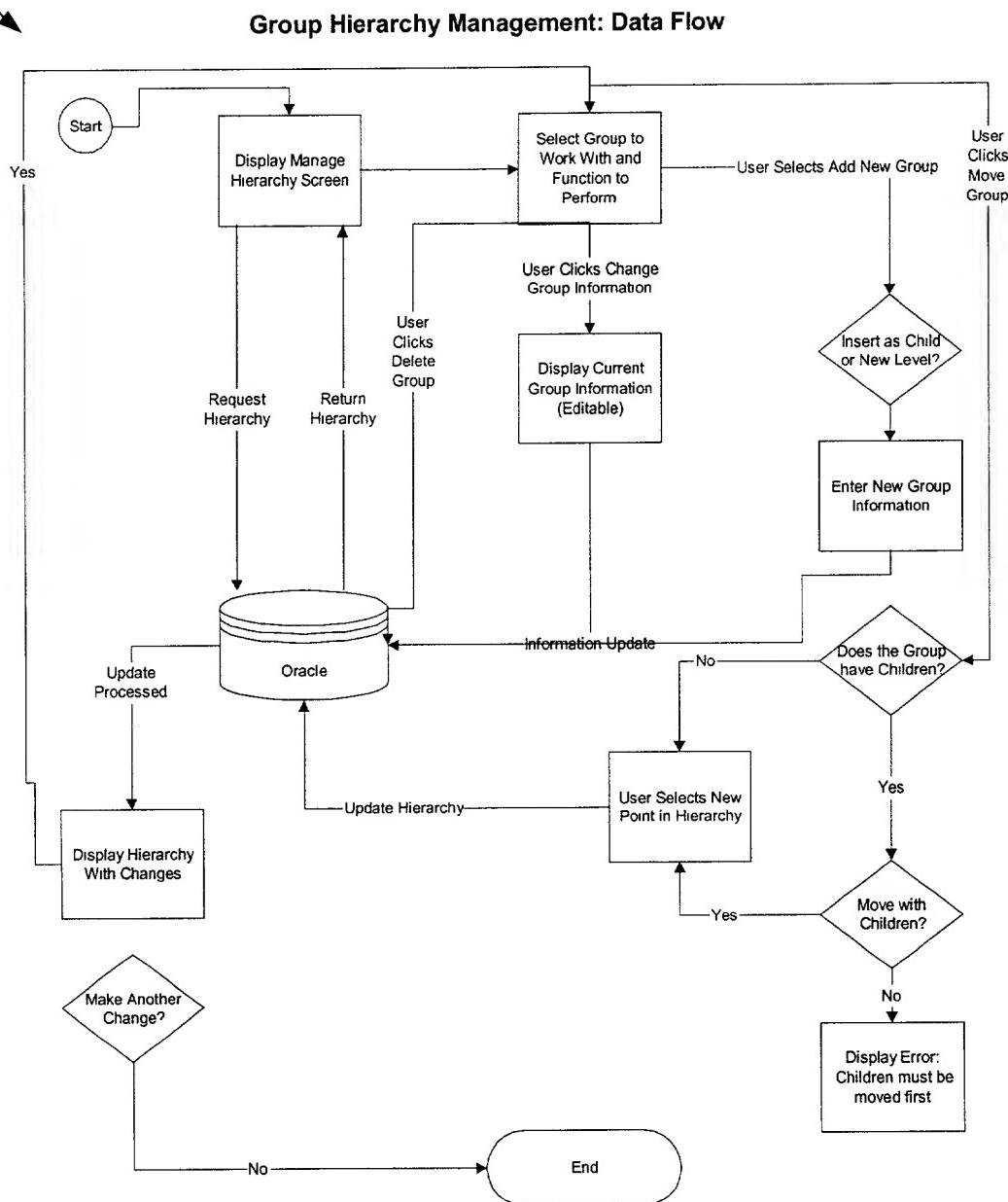


Fig. 86

**Fig. 87**

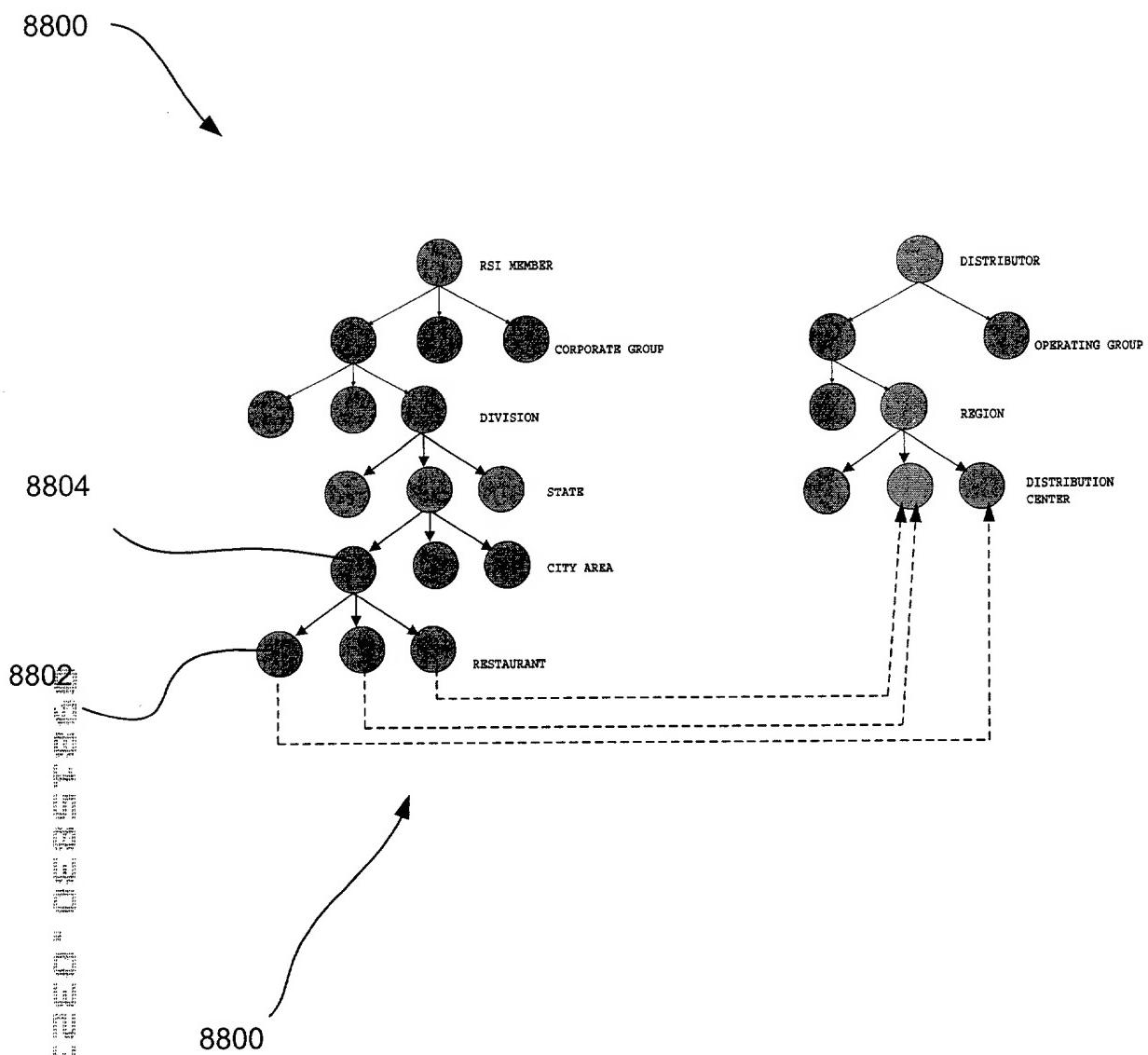


Fig. 88

8902

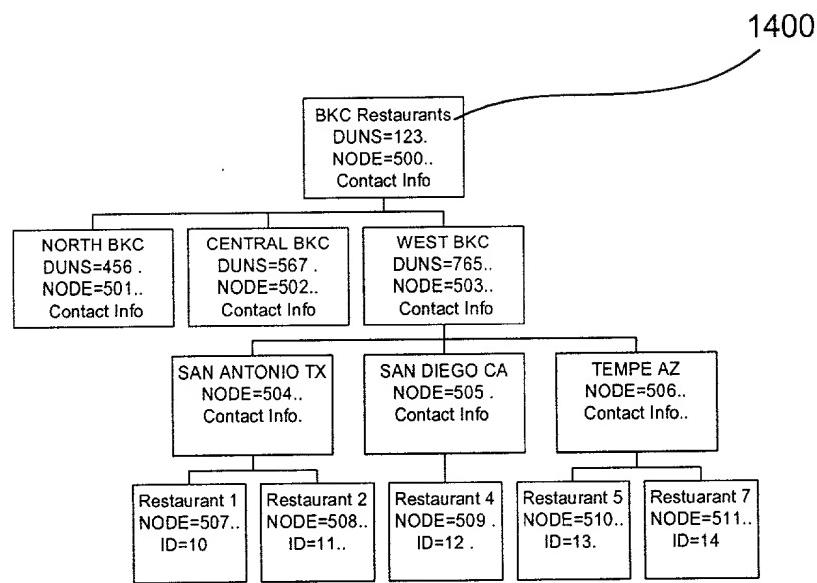


Fig. 89

9000

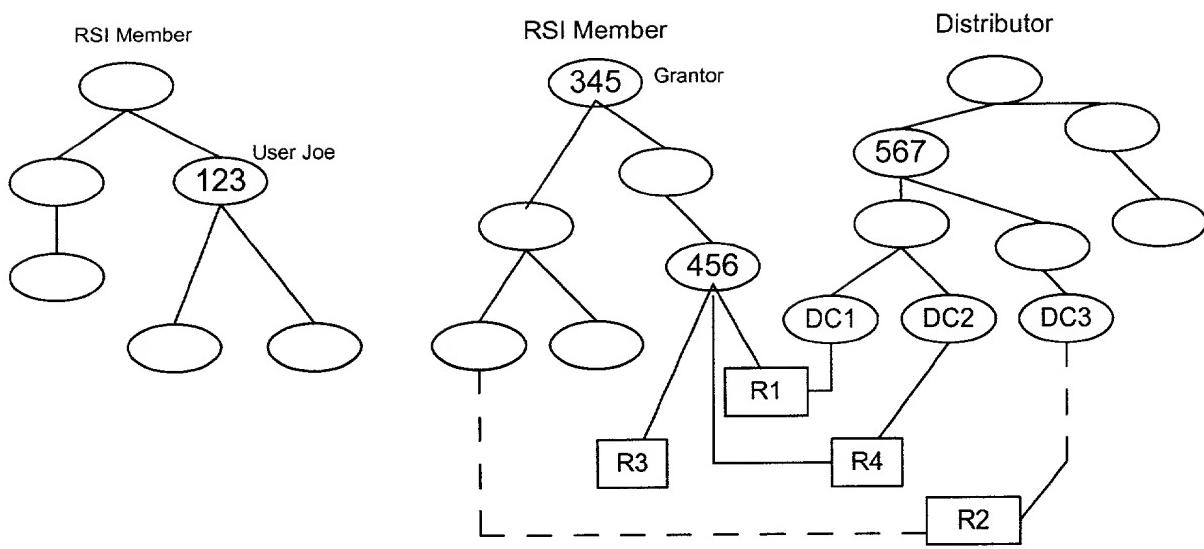


FIG. 90

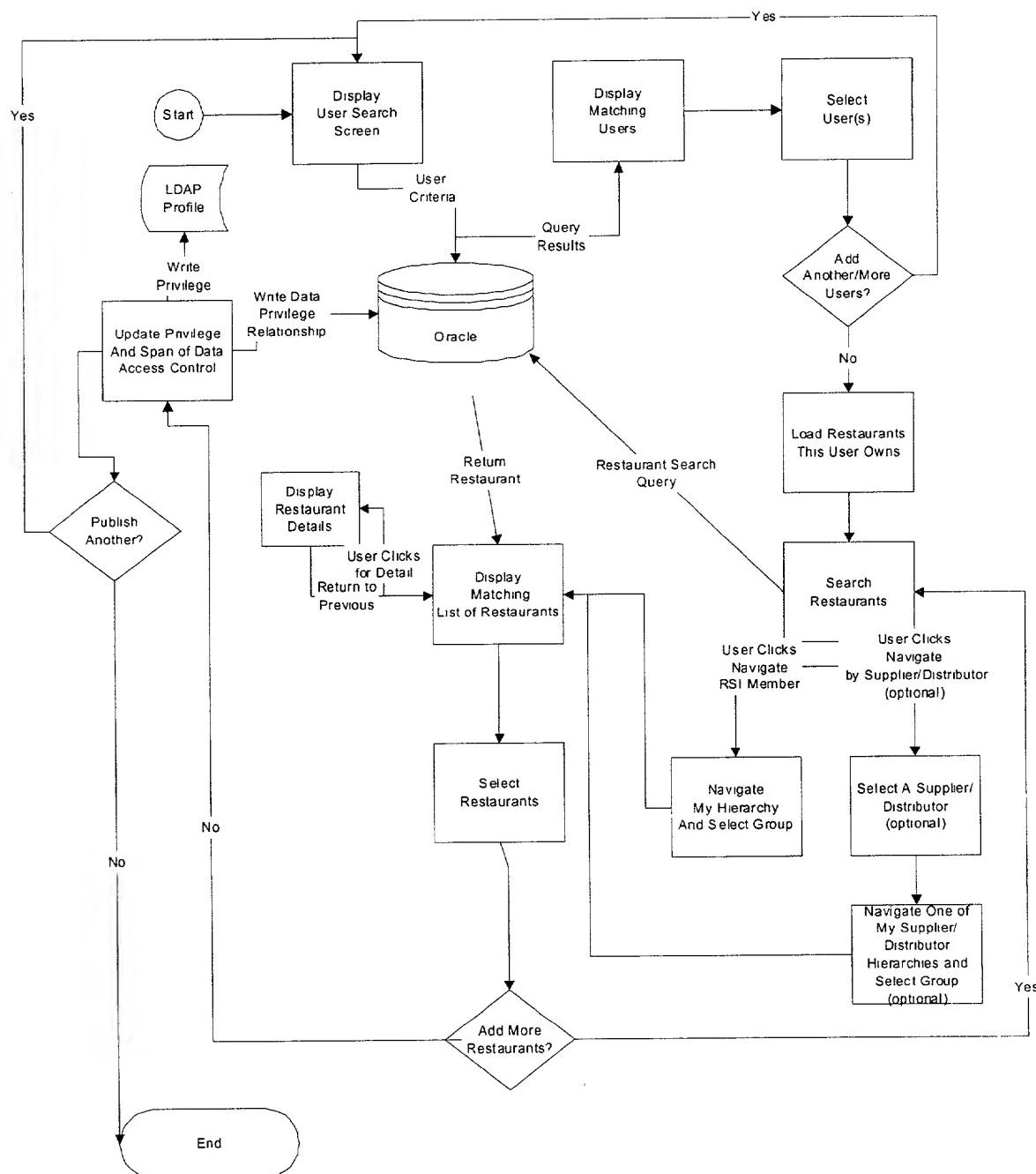


Fig. 91

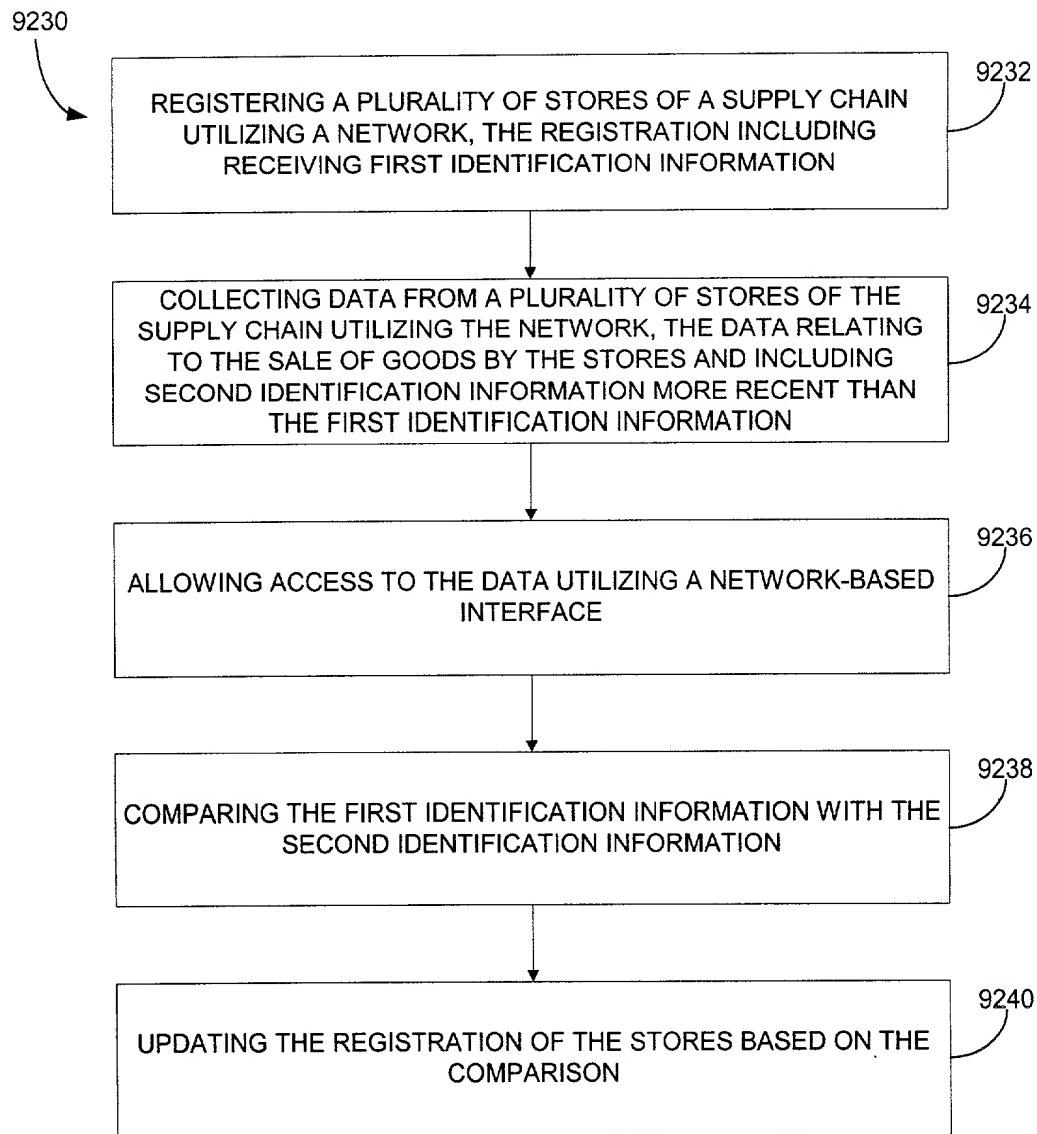


FIG. 92

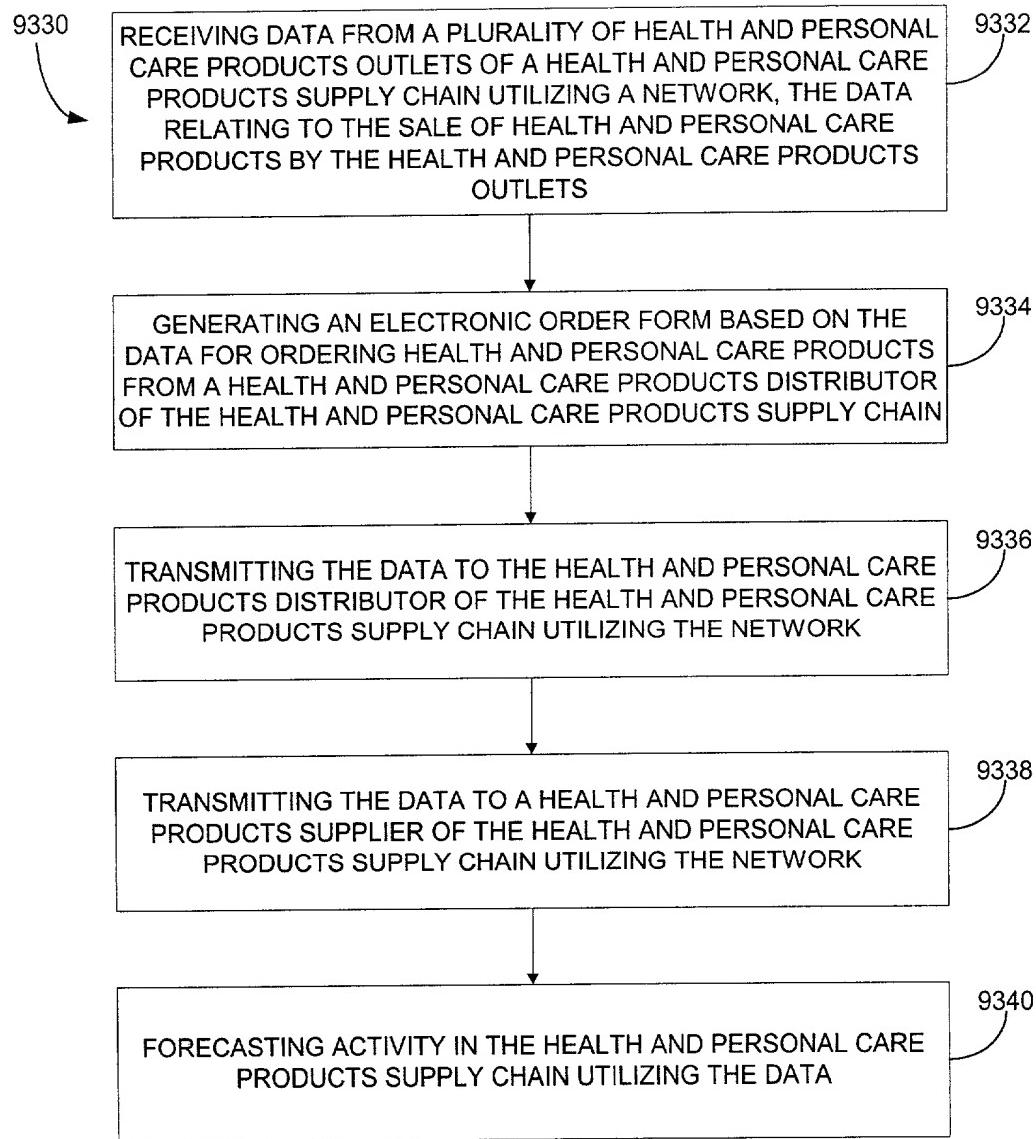


FIG. 93

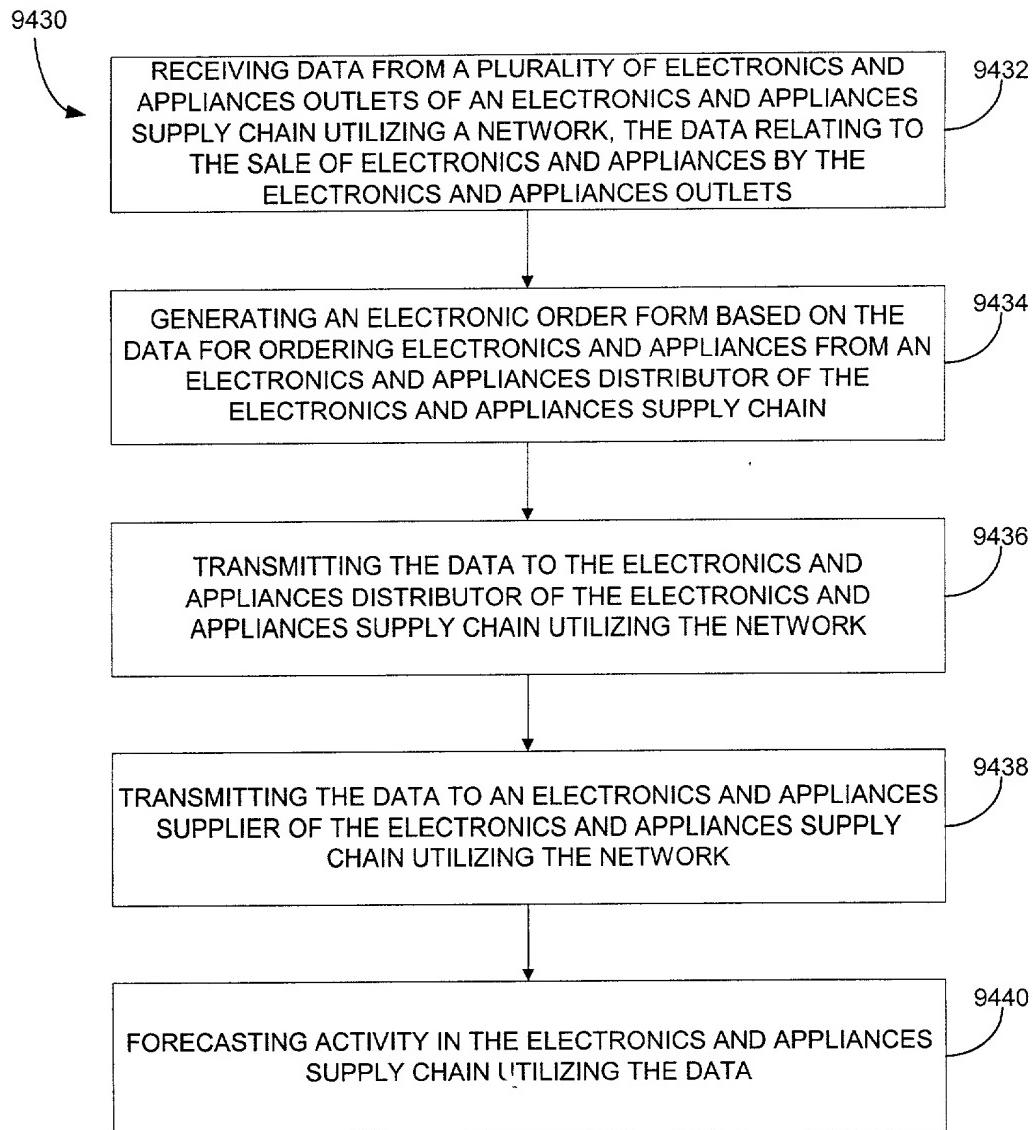


FIG. 94

0 5 5 1 5 5 3 0 0 0 0

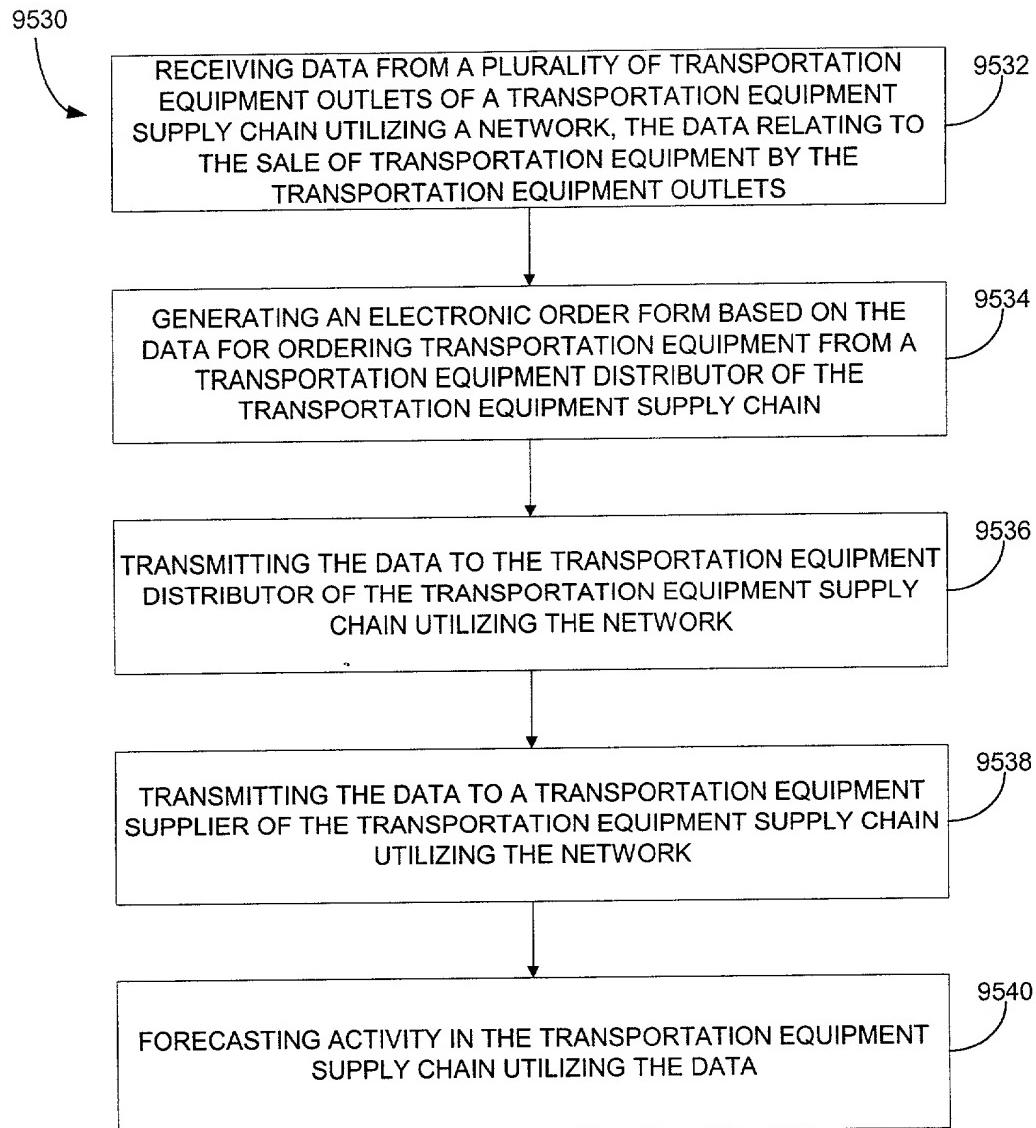


FIG. 95

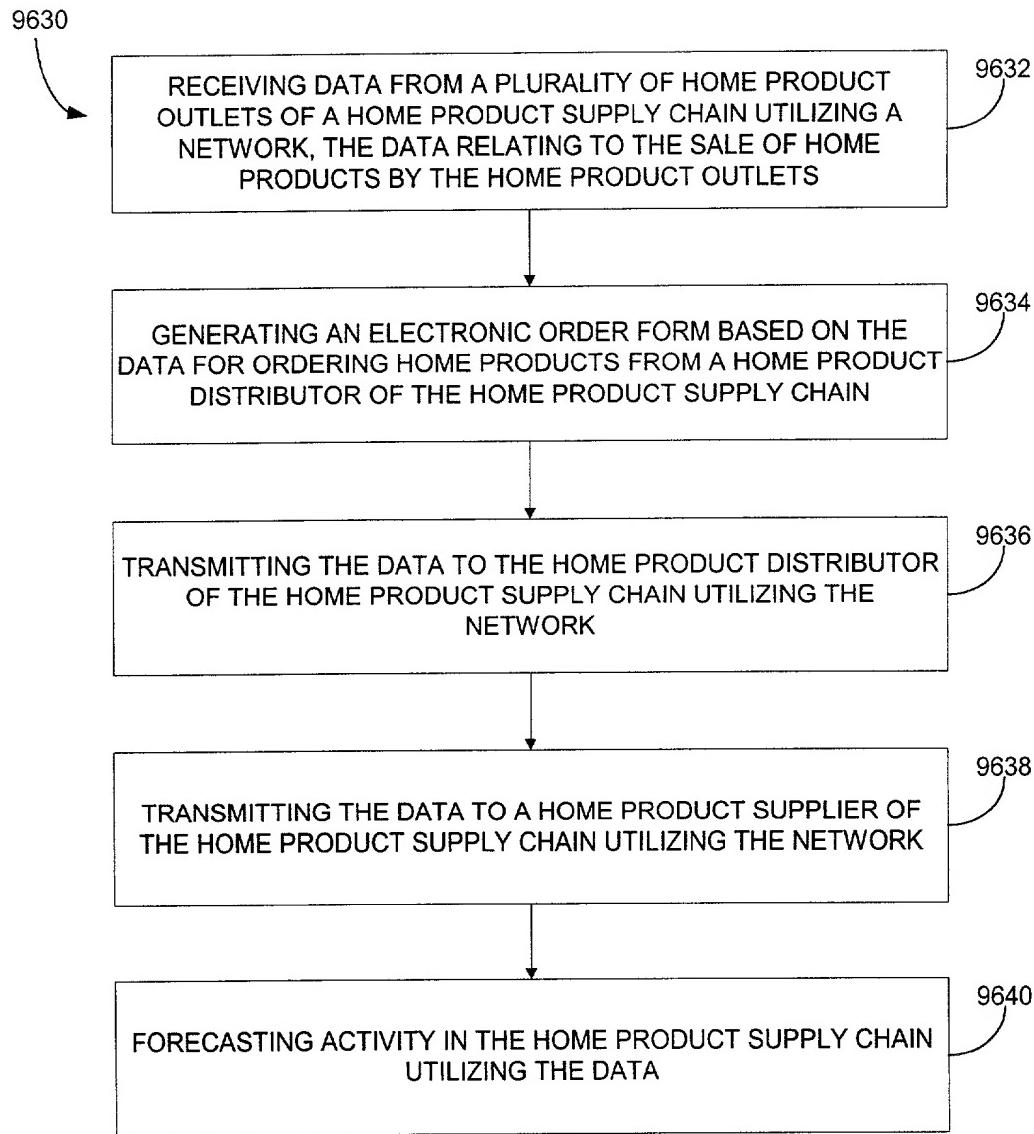


FIG. 96

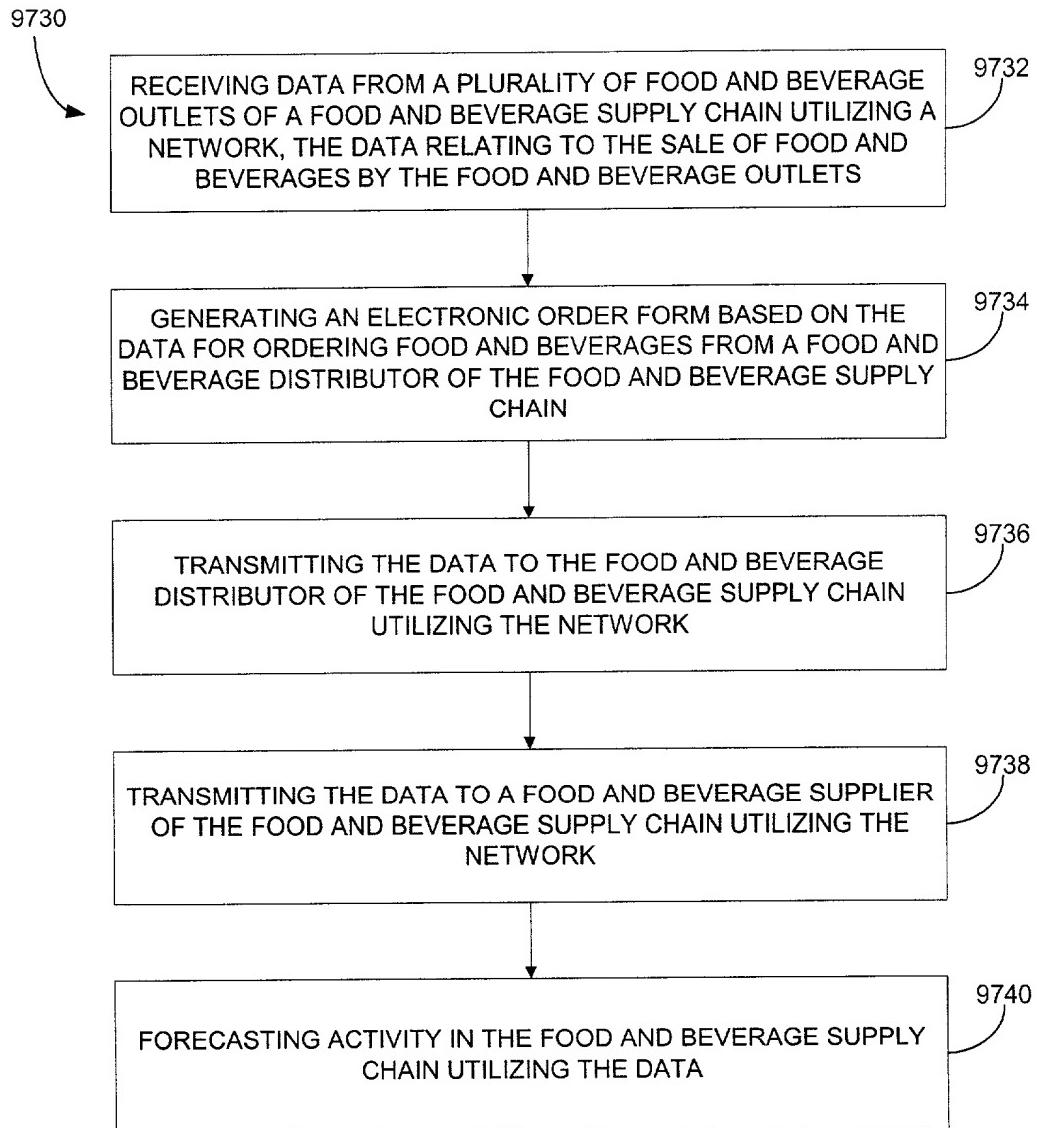


FIG. 97

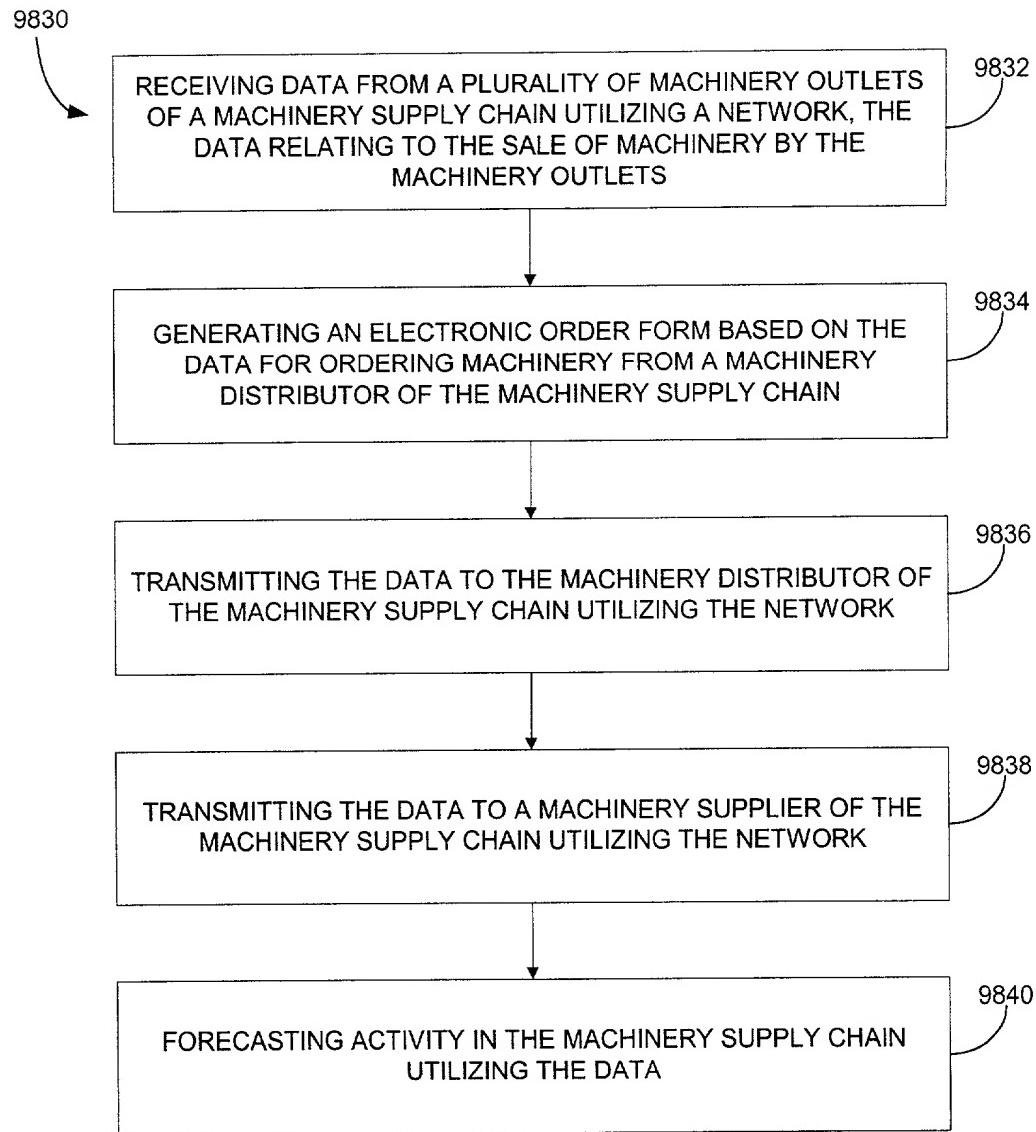


FIG. 98

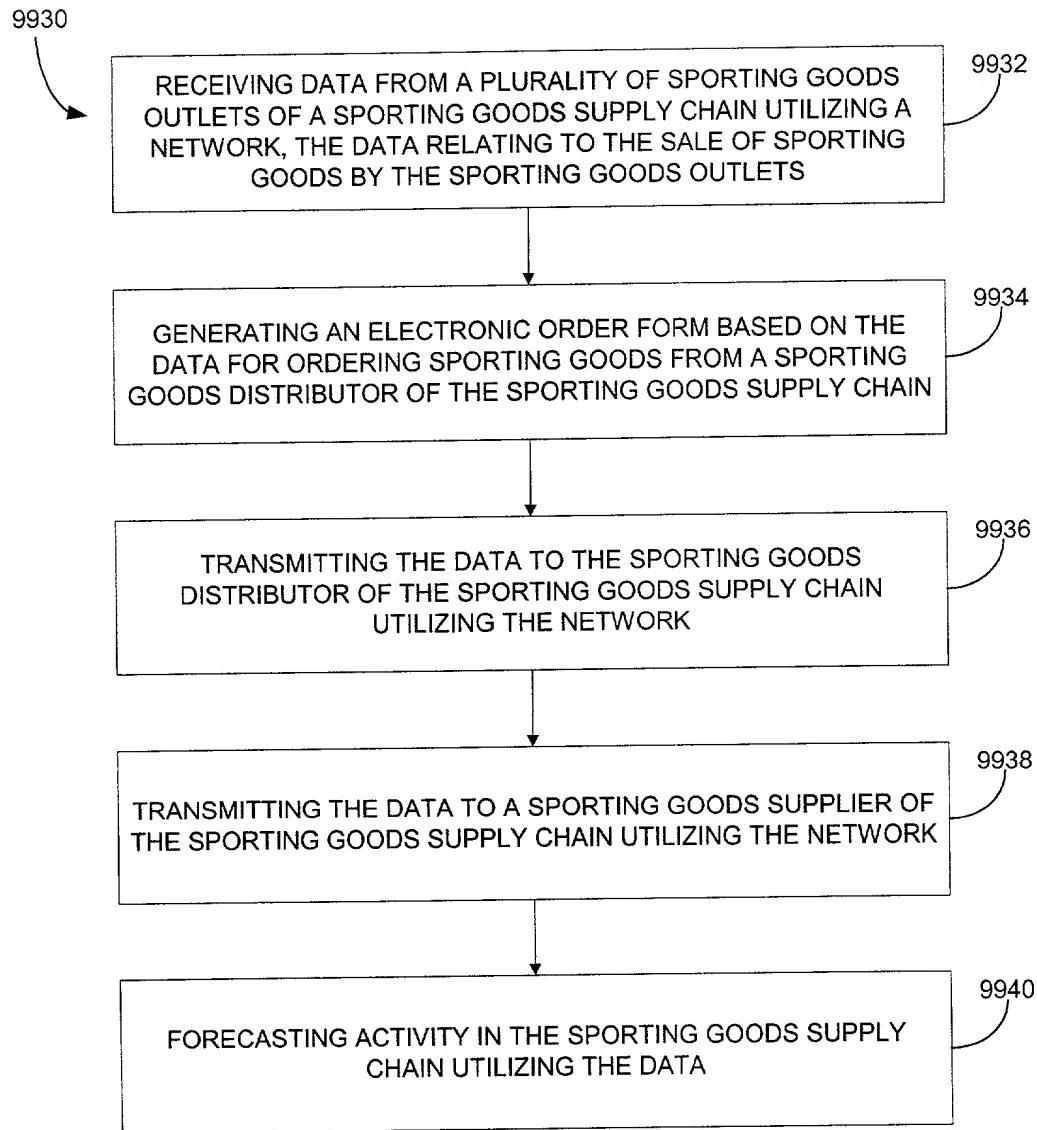


FIG. 99

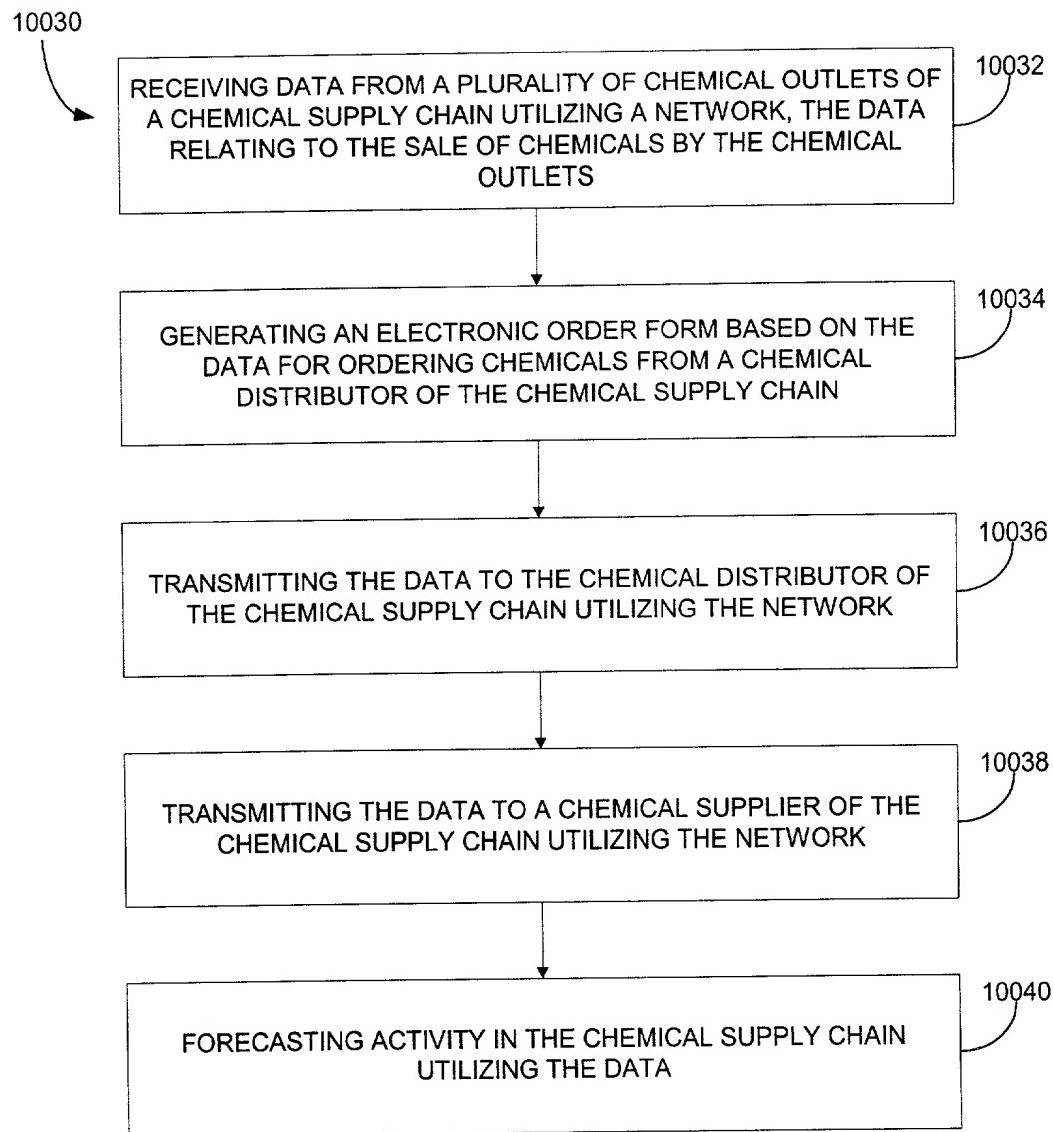


FIG. 100

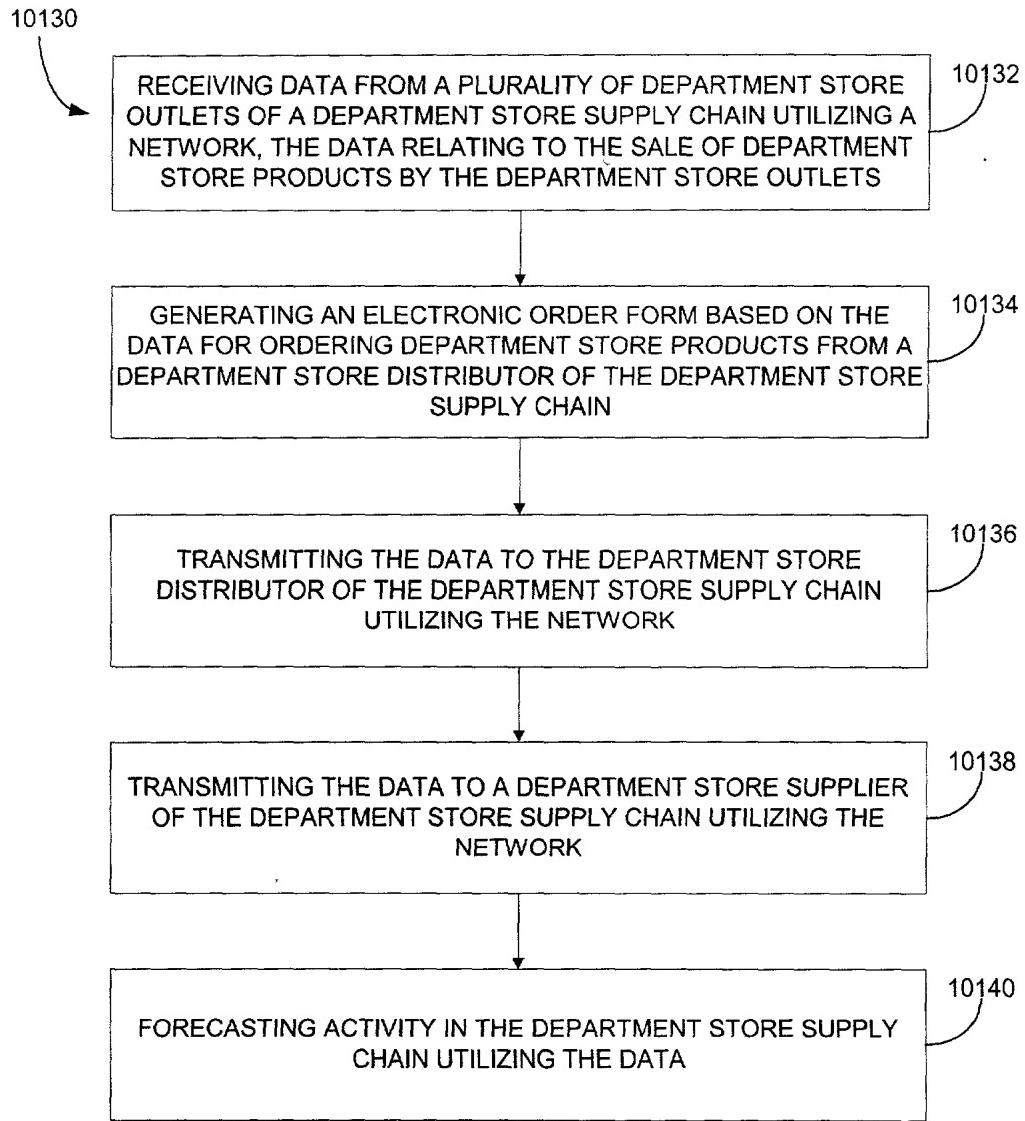


FIG. 101

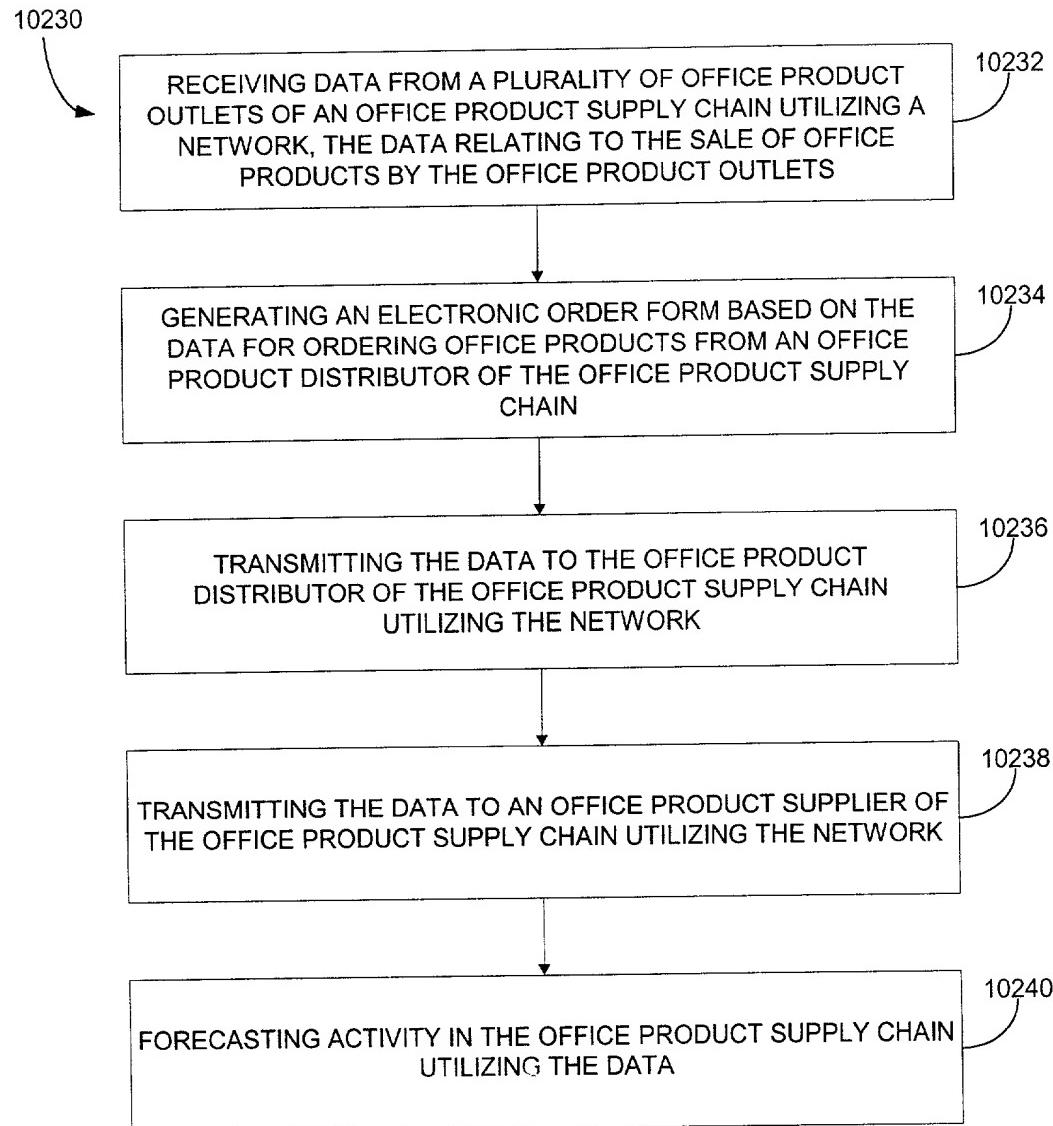


FIG. 102A

10260

RECEIVING DATA FROM A PLURALITY OF BOOK OUTLETS
OF A BOOK SUPPLY CHAIN UTILIZING A NETWORK, THE
DATA RELATING TO THE SALE OF BOOKS BY THE BOOK
OUTLETS

GENERATING AN ELECTRONIC ORDER FORM BASED ON
THE DATA FOR ORDERING BOOKS FROM A BOOK
DISTRIBUTOR OF THE BOOK SUPPLY CHAIN

TRANSMITTING THE DATA TO THE BOOK DISTRIBUTOR OF
THE BOOK SUPPLY CHAIN UTILIZING THE NETWORK

TRANSMITTING THE DATA TO A BOOK SUPPLIER OF THE
BOOK SUPPLY CHAIN UTILIZING THE NETWORK

FORECASTING ACTIVITY IN THE BOOK SUPPLY CHAIN
UTILIZING THE DATA

10262

10264

10266

10268

10270

FIG. 102B

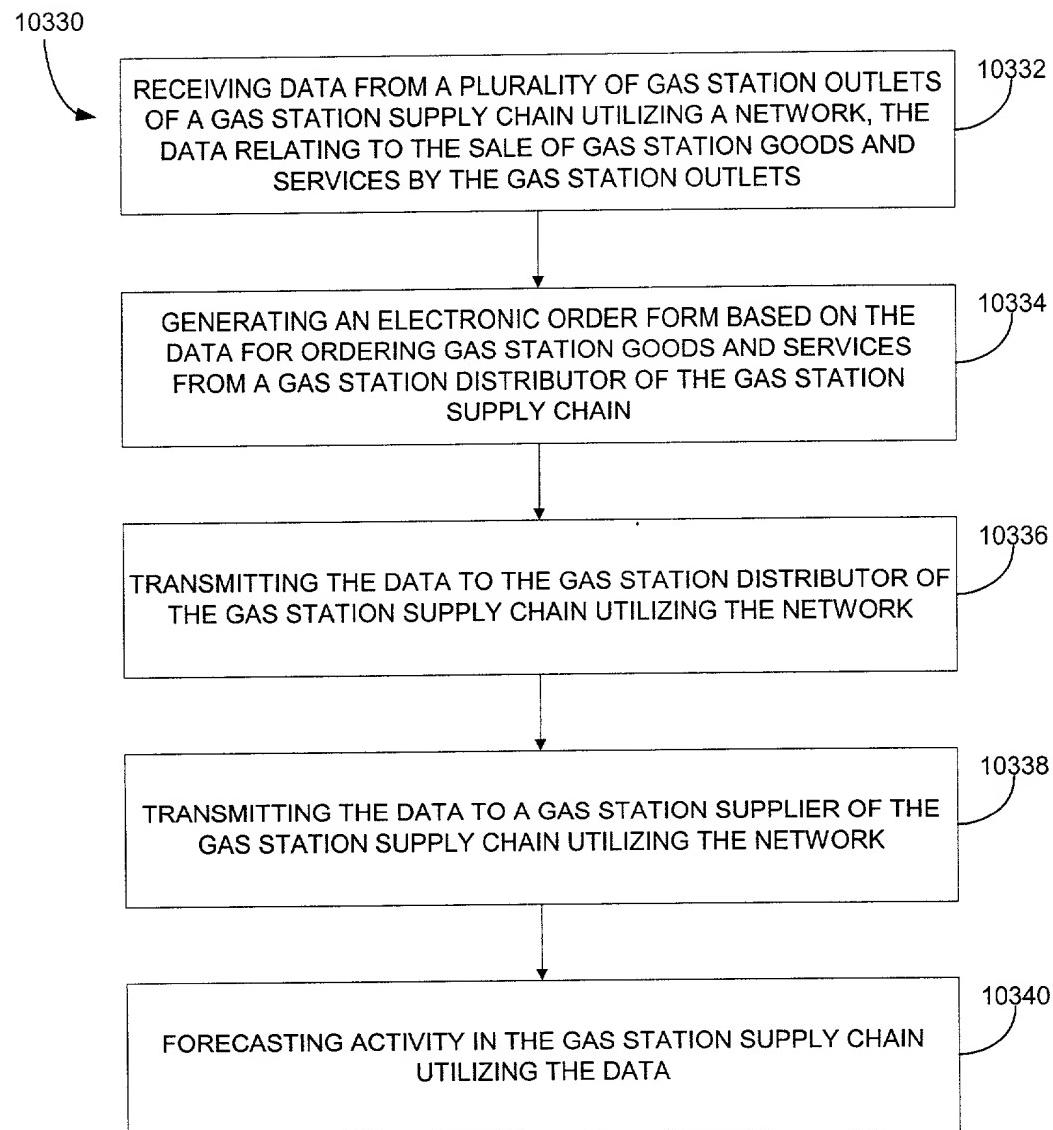


FIG. 103

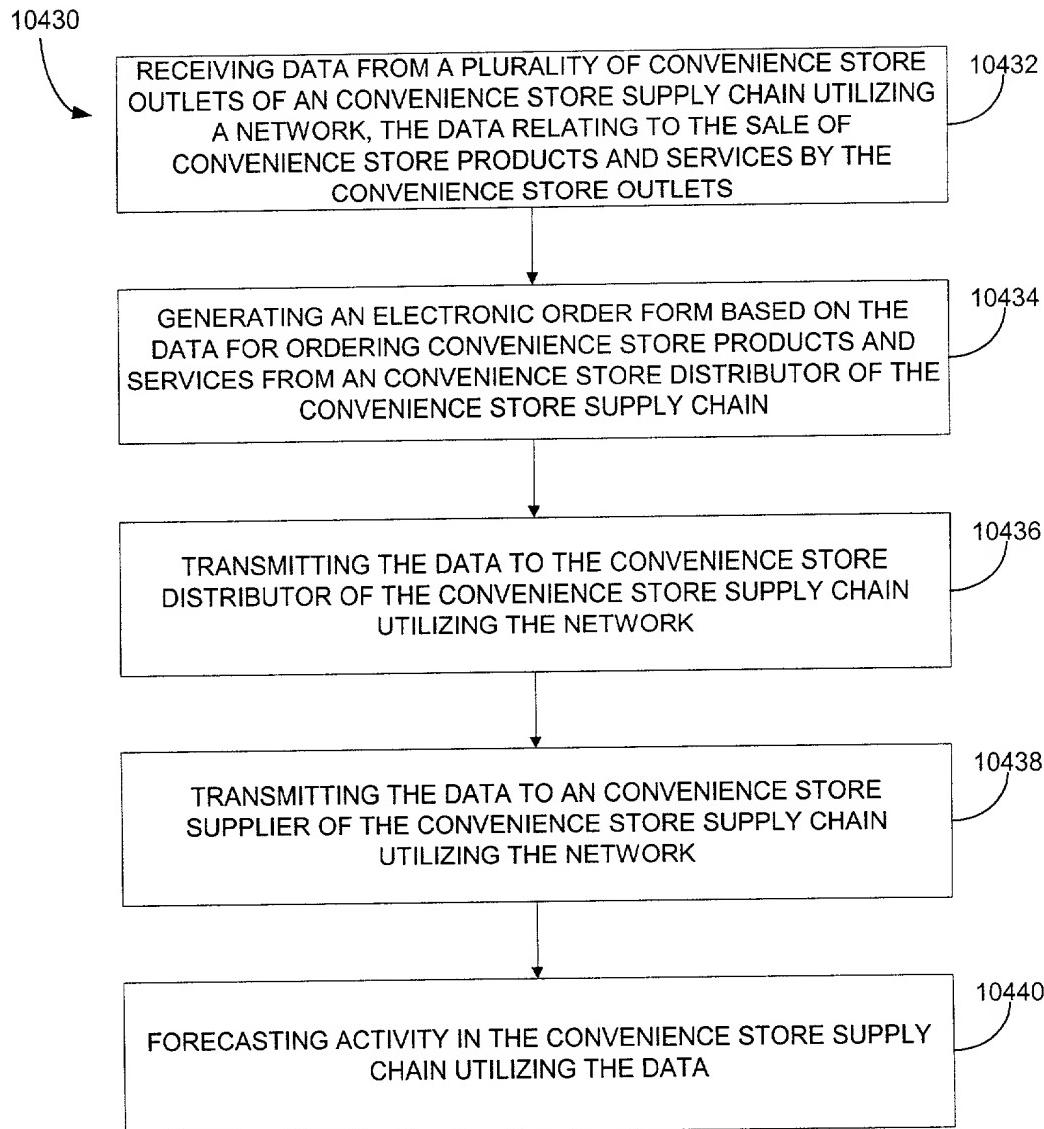


FIG. 104A

10460

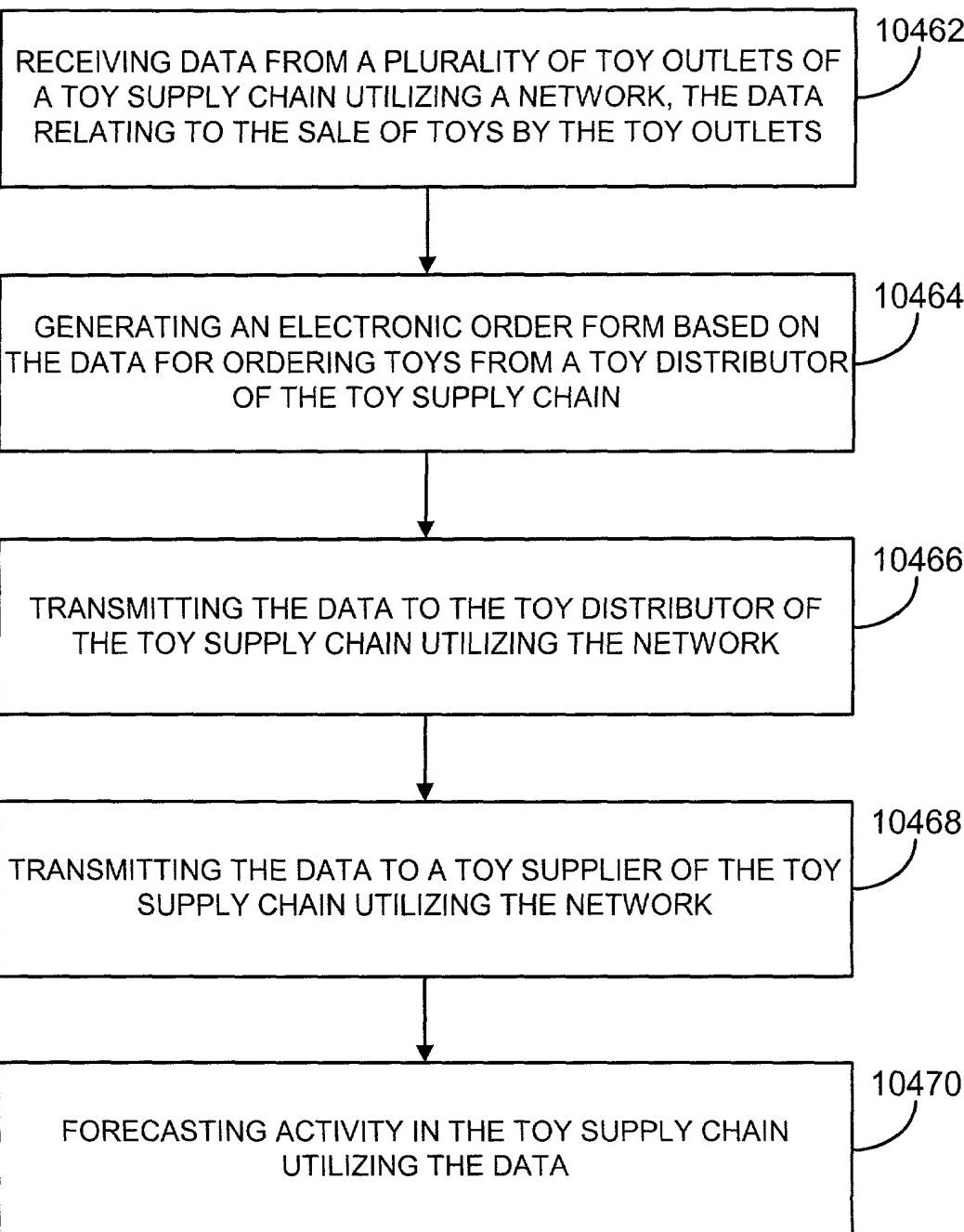


FIG. 104B

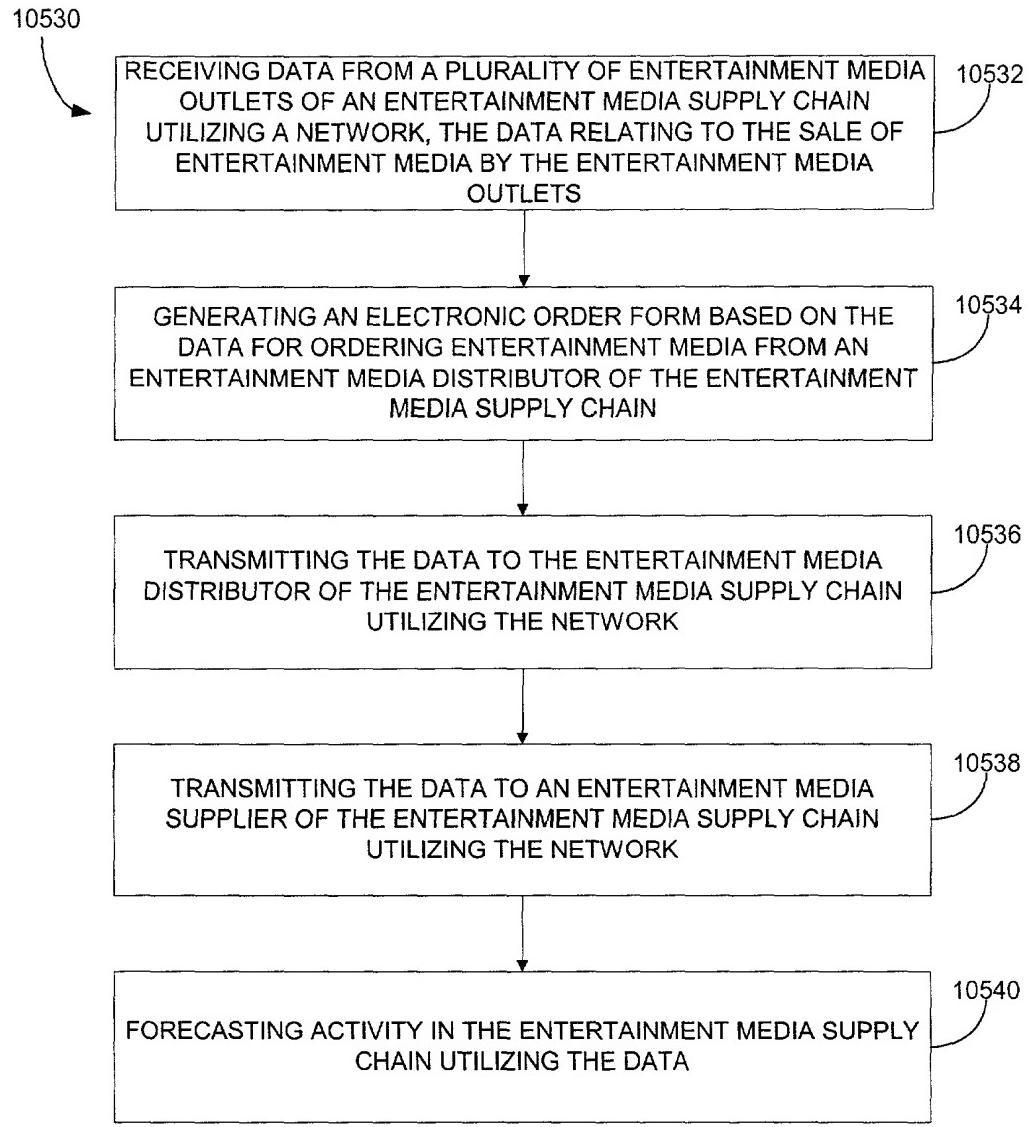


FIG. 105

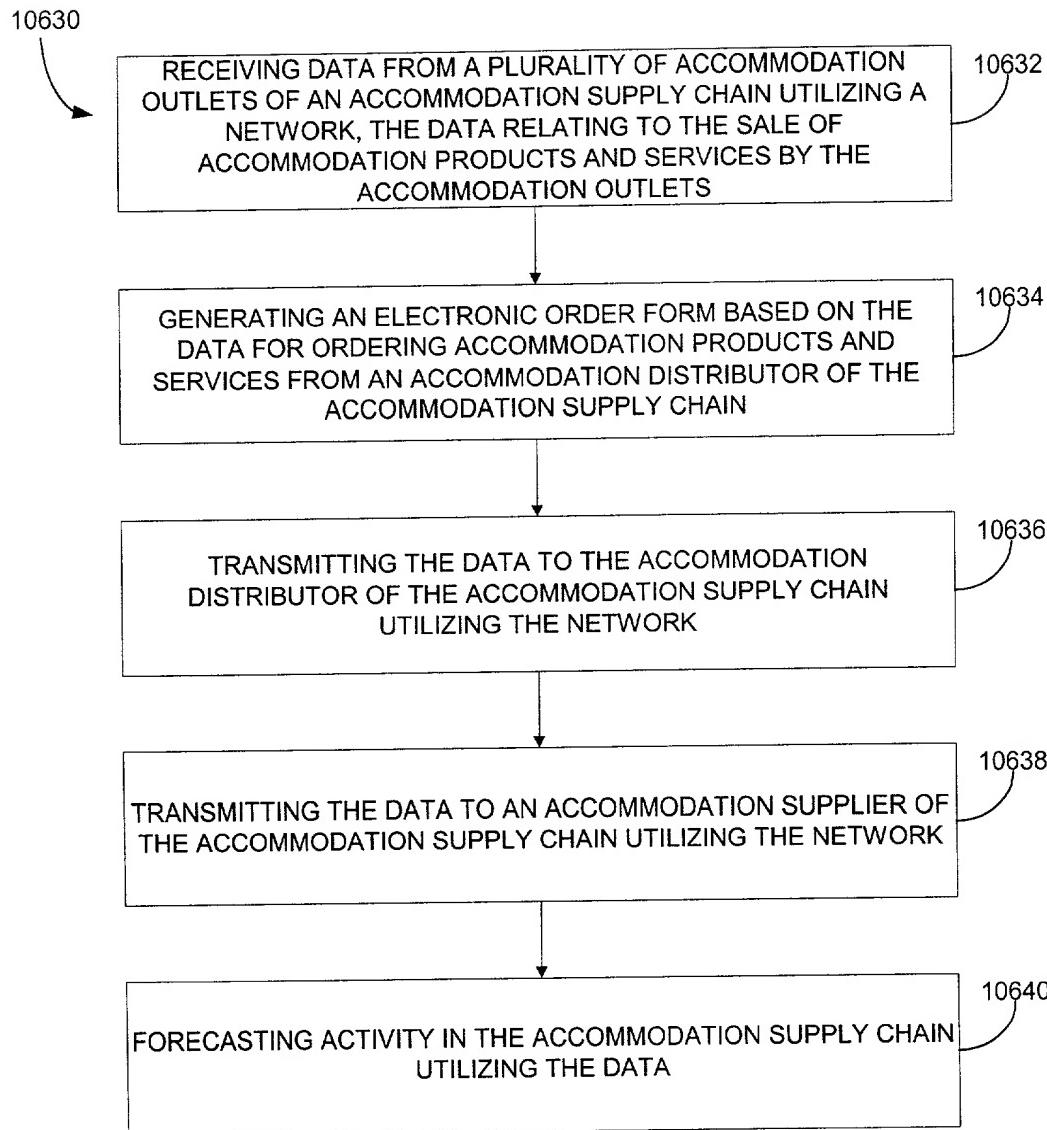


FIG. 106

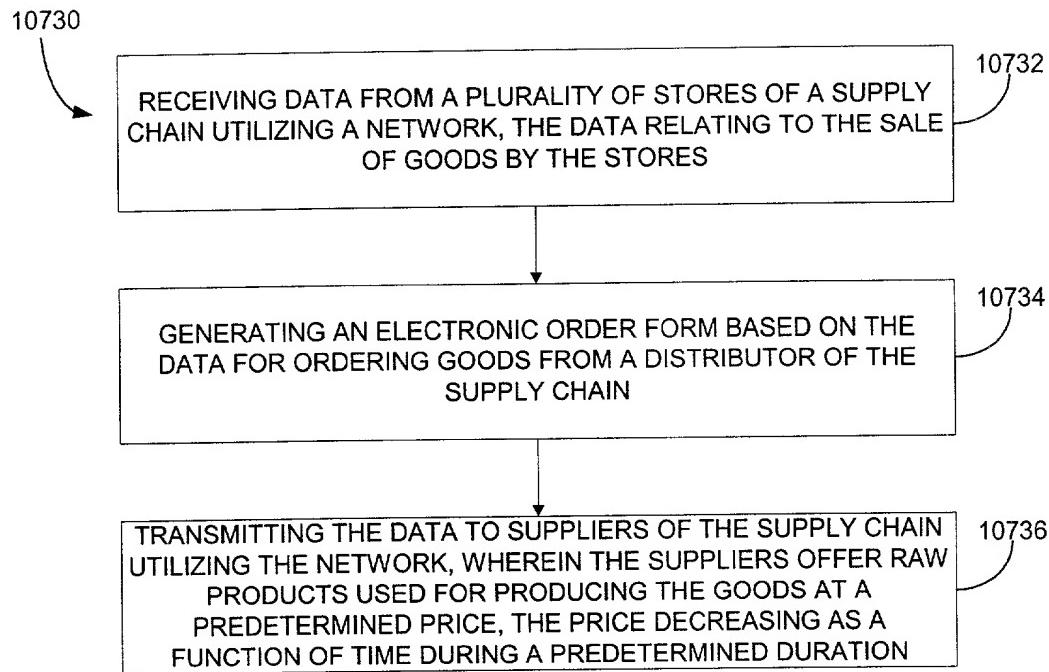


FIG. 107

000000000000000000000000

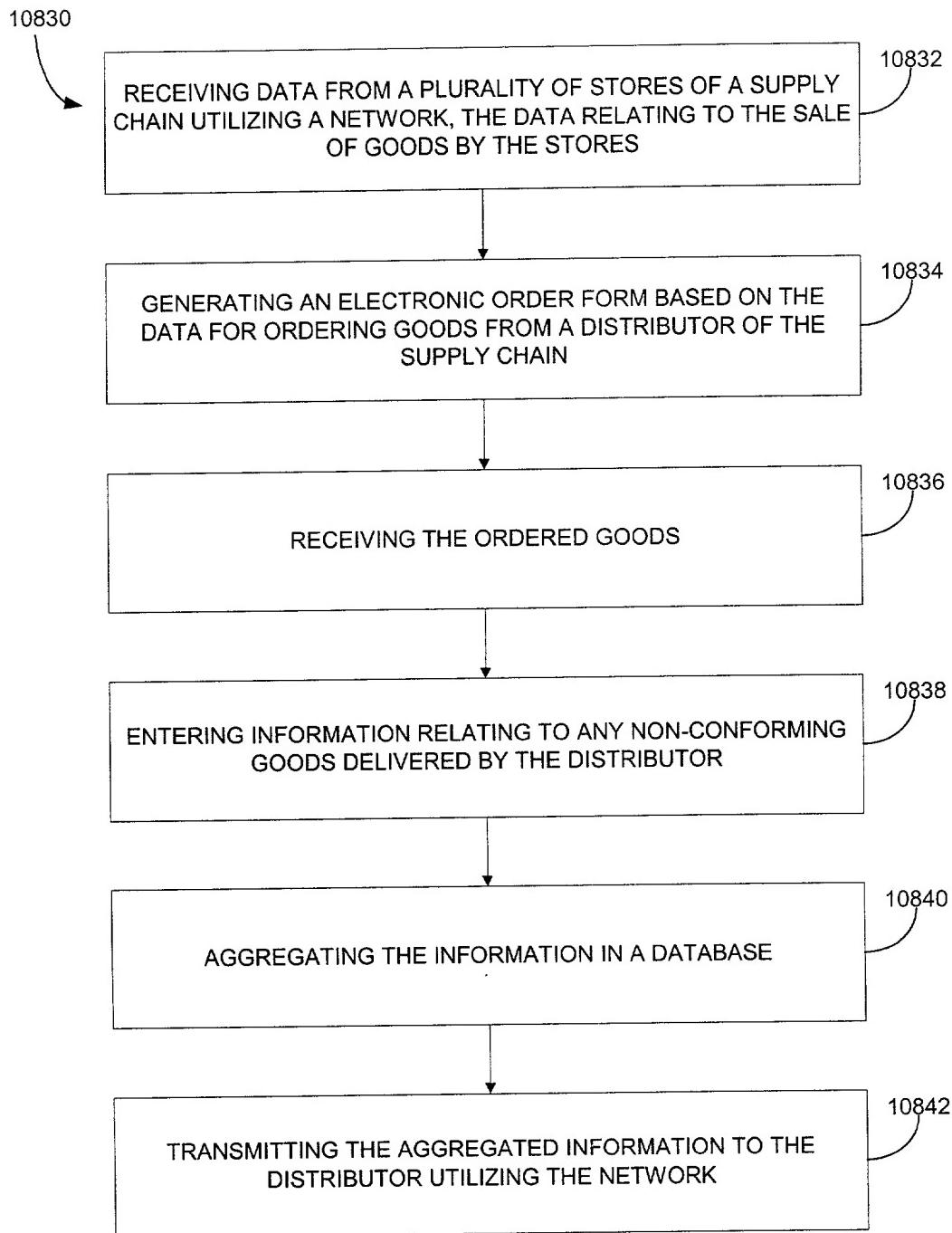


FIG. 108

10900

RECEIVING AN AGREEMENT BETWEEN A PLURALITY OF PARTIES IN A SUPPLY CHAIN

10902

IDENTIFYING A PLURALITY OF TERMS OF THE AGREEMENT

10904

PARSING THE TERMS INTO AT LEAST A PAIR OF GROUPS INCLUDING A FIRST GROUP OF TERMS INCLUDING COMMERCIAL TERMS AND A SECOND GROUP OF TERMS INCLUDING BRAND IDENTITY TERMS, EACH OF THE TERMS OUTLINING A RESPONSIBILITY

10906

ALLOCATING THE RESPONSIBILITIES AMONG THE PARTIES BASED ON THE PARSING

10908

FIG. 109

0 9 8 7 6 5 4 3 2 1 0 9 8 7 6 5 4 3 2 1 0

11000

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11002

DETERMINING PRODUCT SUPPLY PARAMETERS CORRESPONDING TO EACH SUPPLY CHAIN PARTICIPANT BASED ON INFORMATION INCLUDING THE DATA

11004

COMMUNICATING CORRESPONDING PRODUCT SUPPLY PARAMETERS TO AT LEAST ONE SUPPLY CHAIN PARTICIPANT

11006

FIG. 110

11100

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11102

DETERMINING RULES TO ENSURE THE INCURRENCE OF MINIMAL COSTS TO THE SUPPLY CHAIN PARTICIPANTS

11104

APPLYING THE RULES TO ENSURE SUPPLY TO THE SUPPLY CHAIN PARTICIPANTS AT MINIMAL COST WITHOUT REQUIRING THE SUPPLY CHAIN MANAGER TO TAKE TITLE TO ANY GOODS

11106

FIG. 111

11200

SELECTING ONE OF A PLURALITY OF CONTRACTS

TRANSMITTING THE SELECTED CONTRACT TEMPLATE TO A
SUPPLY CHAIN PARTICIPANT

RECEIVING DATA FROM SUPPLY CHAIN PARTICIPANTS
UTILIZING A NETWORK, THE DATA RELATING TO THE SALE
OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

ENFORCING THE CONTRACT TEMPLATES IN ACCORDANCE
WITH THE DATA

11202

11204

11206

11208

FIG. 112

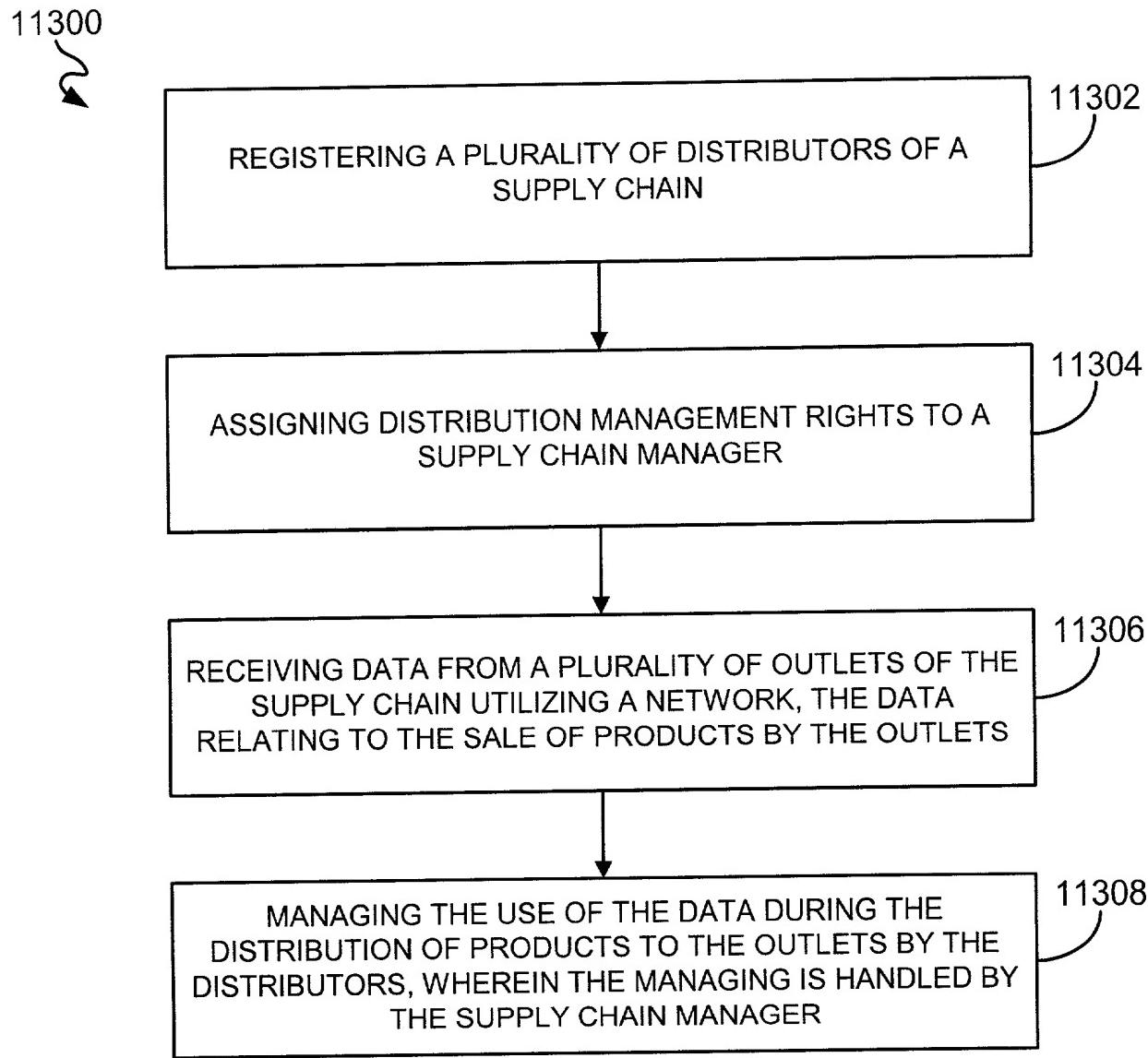


FIG. 113

11400

REGISTERING A PLURALITY OF DISTRIBUTORS OF A SUPPLY CHAIN

ORGANIZING AND ASSIGNING, THROUGH A SUPPLY CHAIN MANAGER, A LOCAL DISTRIBUTION COMMITTEE FOR EACH DISTRIBUTOR

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF THE SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

TRANSMITTING THE DATA TO EACH OF THE DISTRIBUTORS VIA THE CORRESPONDING LOCAL DISTRIBUTION COMMITTEE UTILIZING THE NETWORK

0 9 8 7 6 5 4 3 0 1 2 3 4 5 6 7 8 9 0 1 2

FIG. 114

11500

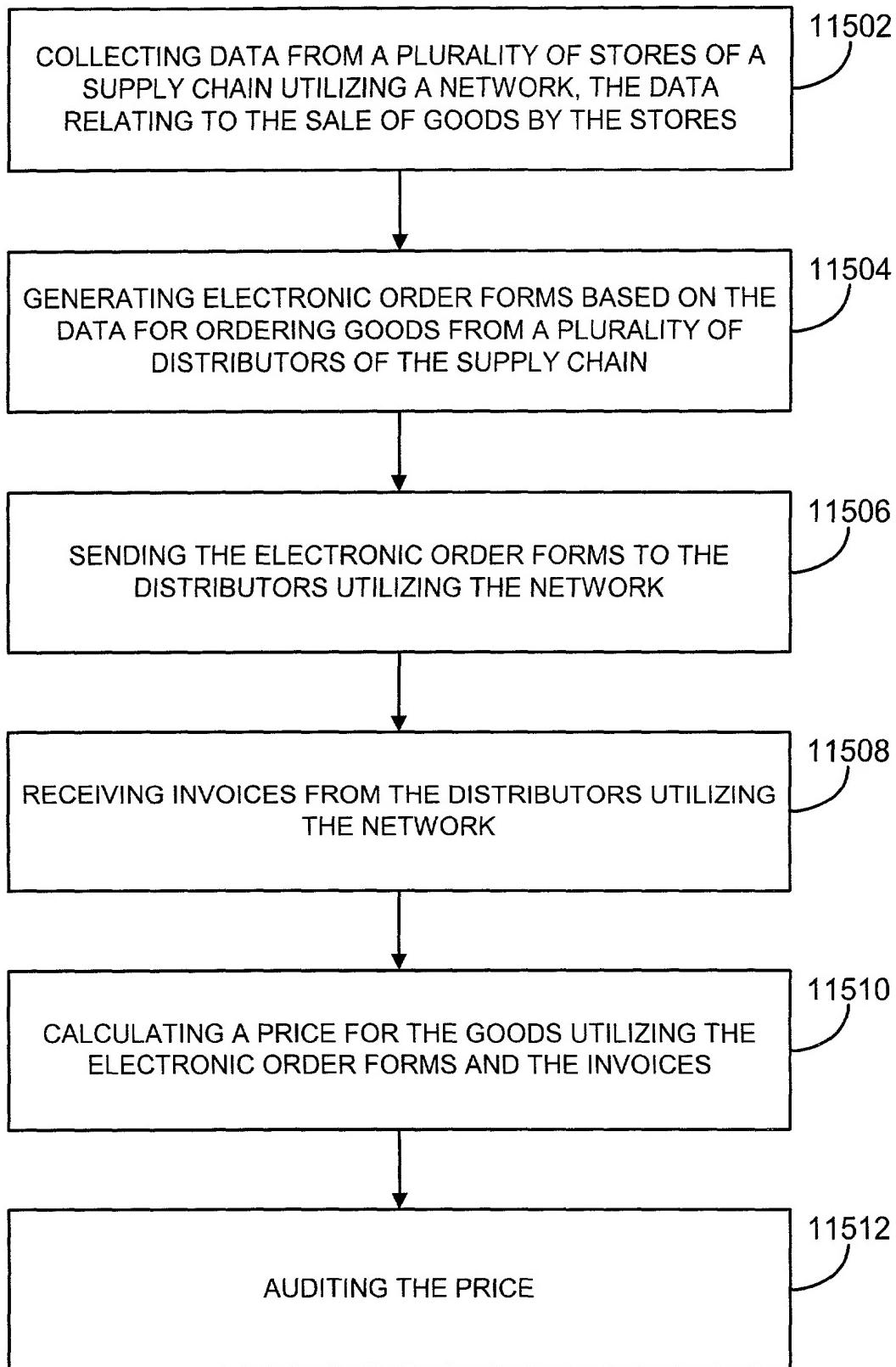


FIG. 115

11600

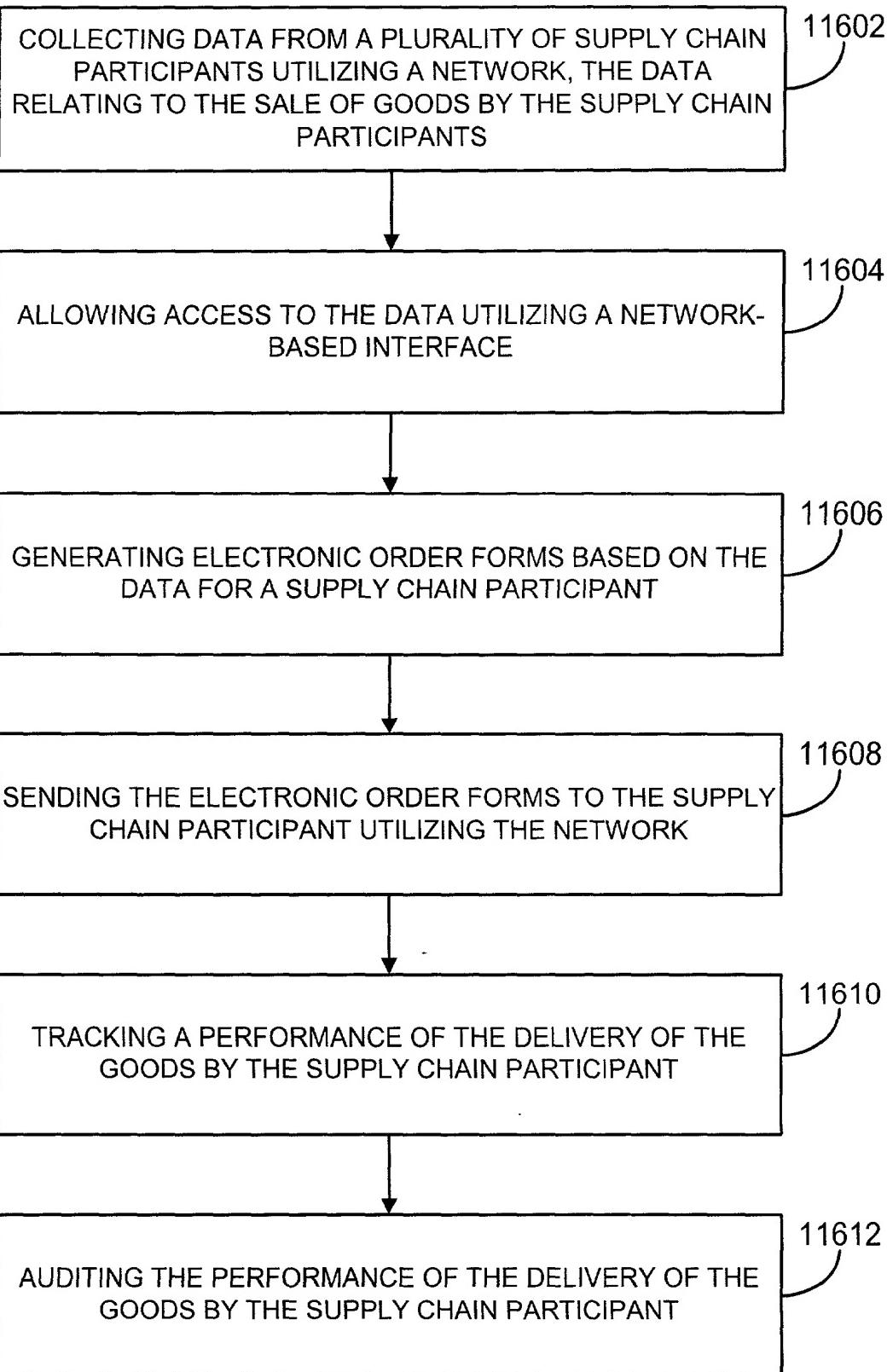


FIG. 116

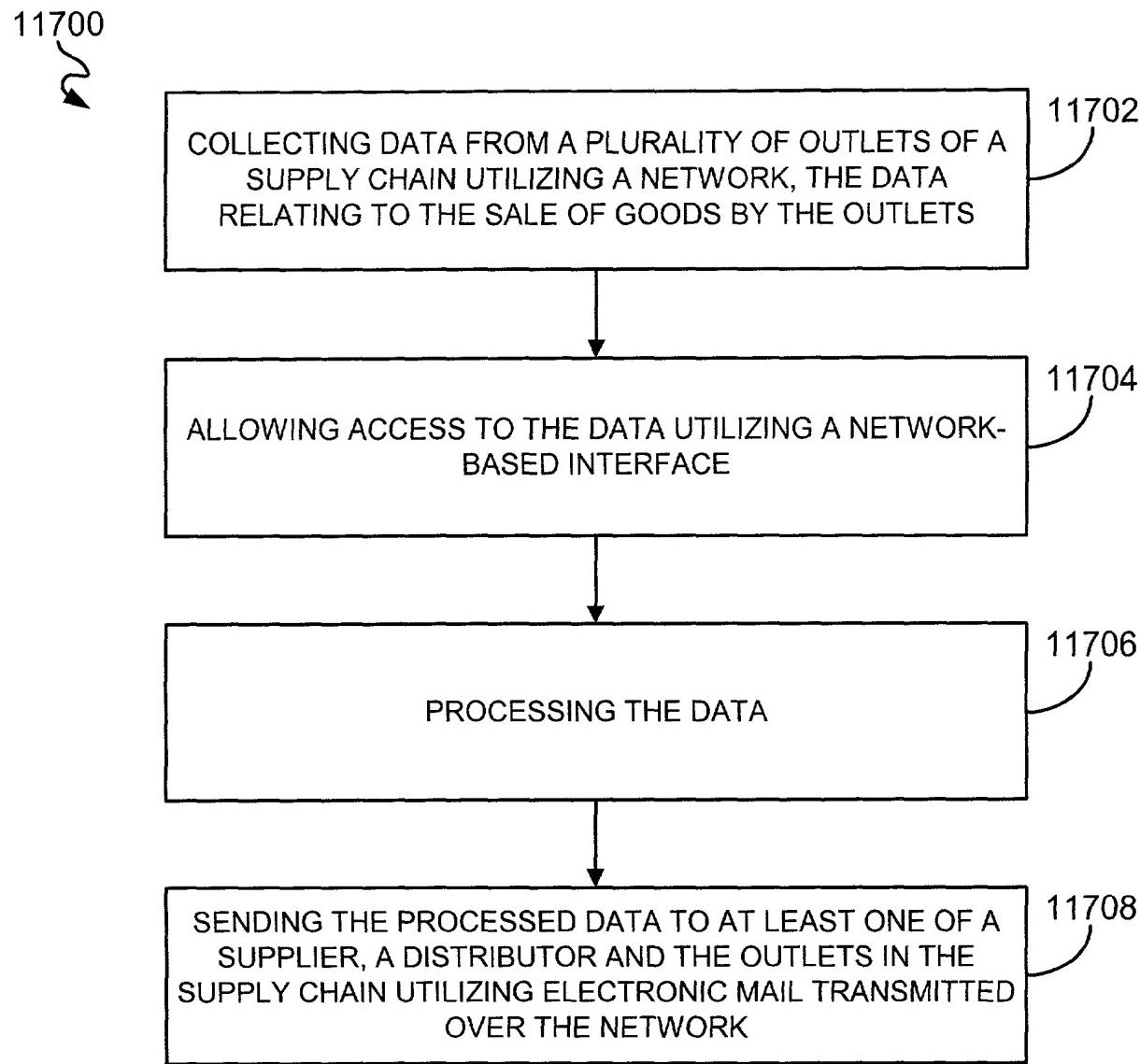


FIG. 117

11800

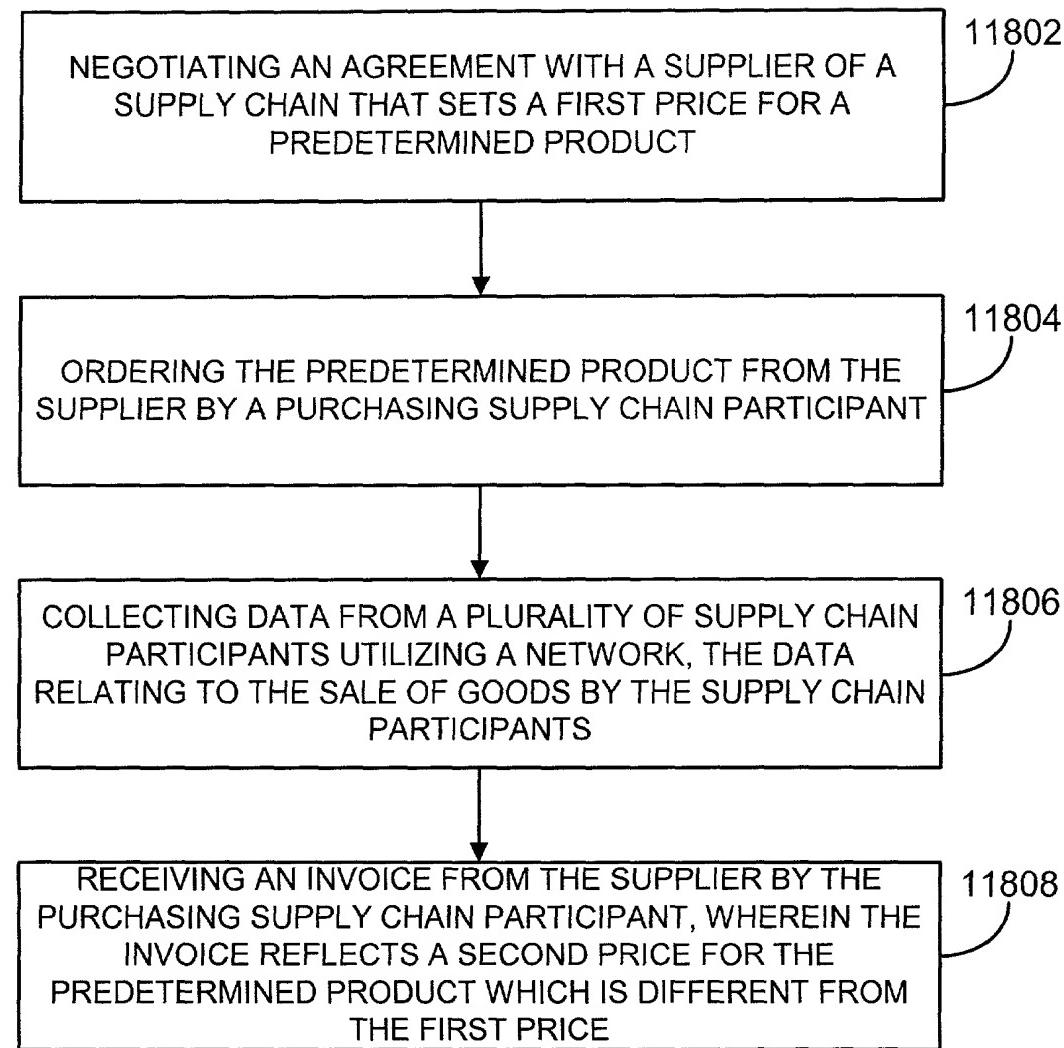


FIG. 118

11900

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

11902

DETERMINING A MAXIMUM ACCEPTABLE AMOUNT OF LOSS

11904

TRANSLATING THE MAXIMUM ACCEPTABLE AMOUNT OF LOSS TO ACCEPTABLE ORDERING STANDARDS

11906

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA AND THE ACCEPTABLE ORDERING STANDARDS FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

11908

FIG. 119

12000

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

12002

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN, WHEREIN THE ELECTRONIC ORDER FORMS INDICATE AN AMOUNT OF THE PRODUCTS ORDERED BY EACH OUTLET

12004

TRACKING AN AMOUNT AND A LOCATION OF THE PRODUCTS UTILIZING THE DATA AND THE FORMS

12006

FIG. 120

12100

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

12102

MAKING THE DATA ACCESSIBLE TO THE OUTLETS, DISTRIBUTORS, AND SUPPLIERS UTILIZING A NETWORK BASED INTERFACE

12104

AUCTIONING SURPLUS PRODUCTS FROM AT LEAST ONE OF THE OUTLETS UTILIZING THE NETWORK-BASED INTERFACE

12106

FIG. 121

12200

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

PROVIDING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE EQUIPPED TO HANDLE SECURE SOCKETS LAYER (SSL) PROTOCOL

12202

12204

12206

FIG. 122

12300

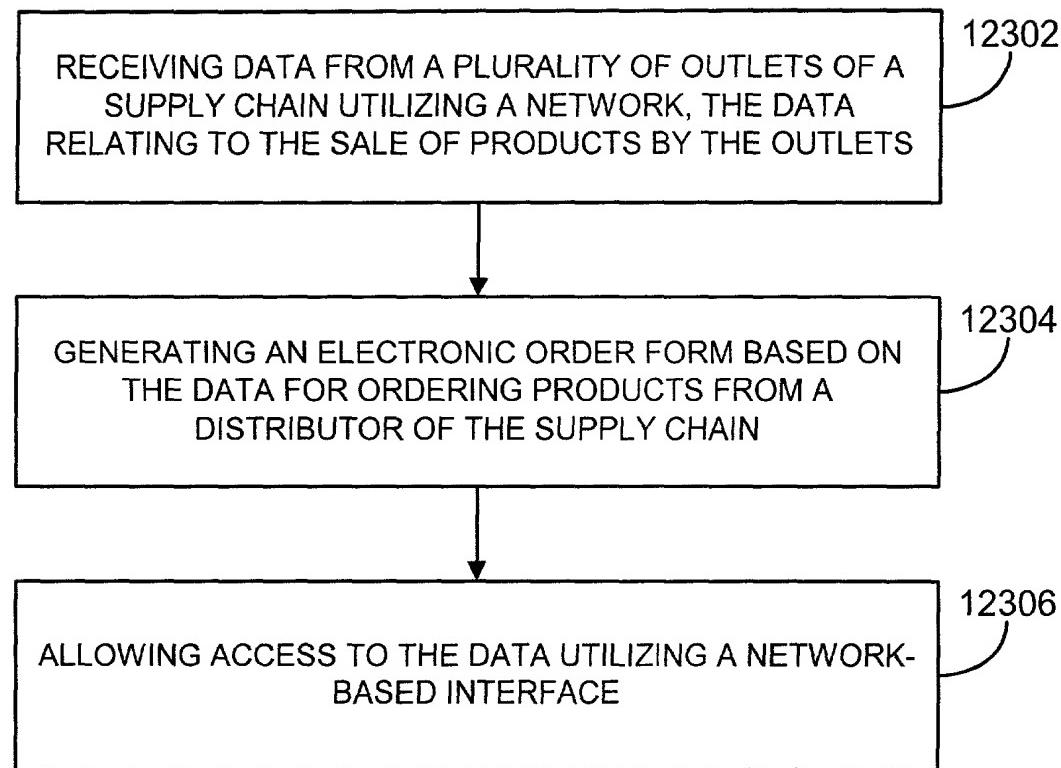


FIG. 123

12400

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12402

GENERATING A CALENDAR OF EVENTS

12404

ALLOWING ACCESS TO THE CALENDAR OF EVENTS
UTILIZING A NETWORK-BASED INTERFACE

12406

FIG. 124

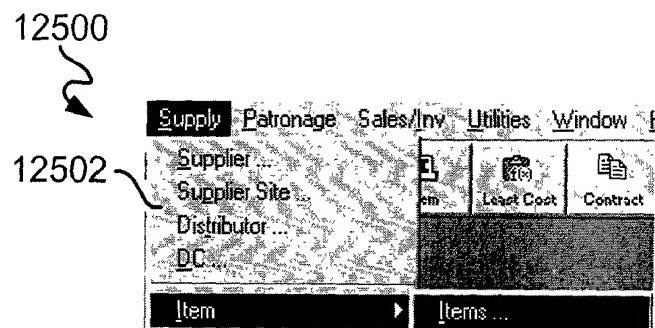


FIG. 125

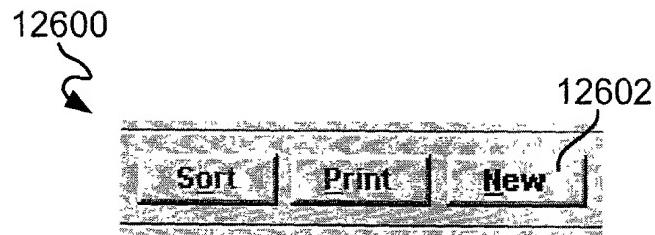


FIG. 126

12700

12702

Item Desc:

Item Number:

Product Cat Code:

Status Code: Active

Item Rank:

FIG. 127

12800

Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128

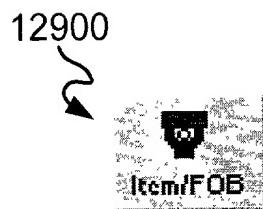


FIG. 129

13000

Supplier Item Desc: [] Item No: []

Current: Yes No Tie Qty: []

Items per Case: 5000 High Qty: []

Innerpack Contents: 5/1000 Cases Per Pallet: []

Item Size: [] Stacking Allowed: []

Case Length: [] Universal Product Code: []

Case Width: [] Cases Per Truckload: 1350

Case Depth: [] Net Weight: 39.00

Case Dimension U/M: INCHES Gross Weight: 39.00

Item Cube: 0.95 CUBIC FEET Weight U/M: POUND(S)

Item Shelf Life: [] BarCode: []

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

Site Information Site Id: 17355 Site Role: *FOB Shipping Point*

Site Name: TYSON FOODS - NEW HOLLAND, PA

13102

FIG. 131

13200

Site Information Site Id: 16 FOB Shipping Point

Name: AMERISERVE-FARMINGDALE, NY

Status: Active

Railroad Name:

Rail Sidings:

FIG. 132

13300

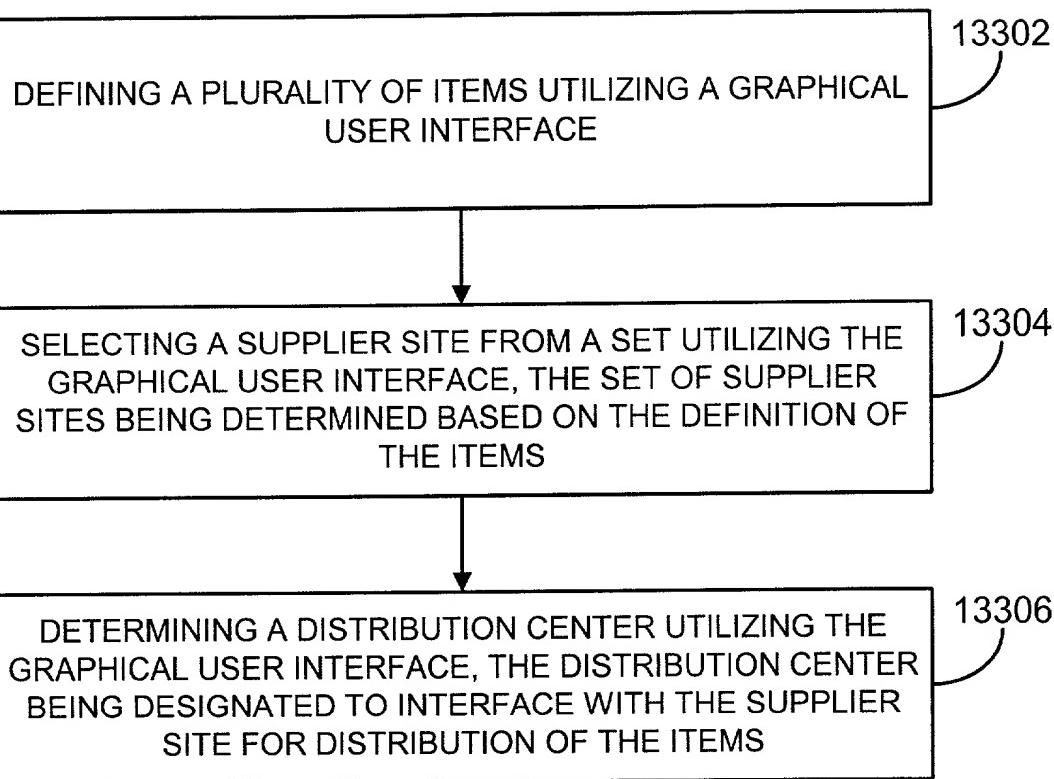


FIG. 133

0 9 8 1 5 3 0 n 0 3 2 3 0 4

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE **Begin:** 7/1/96 **End:** 9/1/96 **Final:**

Override Rules: Yes No **Apply By:** Cell

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE,	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137

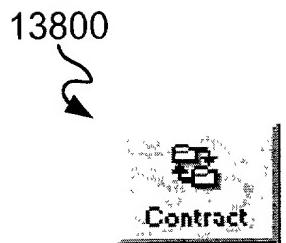


FIG. 138

Min. Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

FIG. 139

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140



FIG. 142



FIG. 141

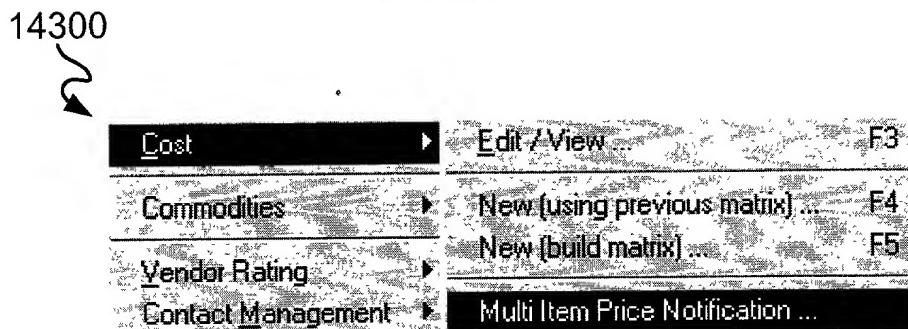


FIG. 143

098943830 - 03223011

14400

IDENTIFYING AT LEAST ONE ITEM TO BE DISTRIBUTED
UTILIZING A GRAPHICAL USER INTERFACE

14402

ASSOCIATING A COST MODEL WITH THE ITEM UTILIZING
THE GRAPHICAL USER INTERFACE

14404

DETERMINING A TIME FRAME DURING WHICH THE COST
MODEL IS VALID UTILIZING THE GRAPHICAL USER
INTERFACE, WHEREIN THE COST MODEL IDENTIFIES A
CONTRACT COST, AN INVOICE COST, AND A LANDED COST
ASSOCIATED WITH THE DISTRIBUTION OF THE ITEM

14406

FIG. 144

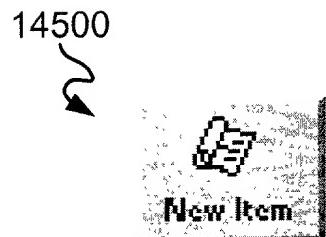


FIG. 145

14600

Contract ID: 673 - TYSON FOODS
Initial Buyer Name: Jamie Hersh Current Buyer Name: Chris Stanton

FIG. 146

14700

Contract Start Date: 05/15/98
Contract End Date: 12/31/02
Execution Date: 5/15/98
Effective: Shipment Date
Payment Terms: Net 10

FIG. 147

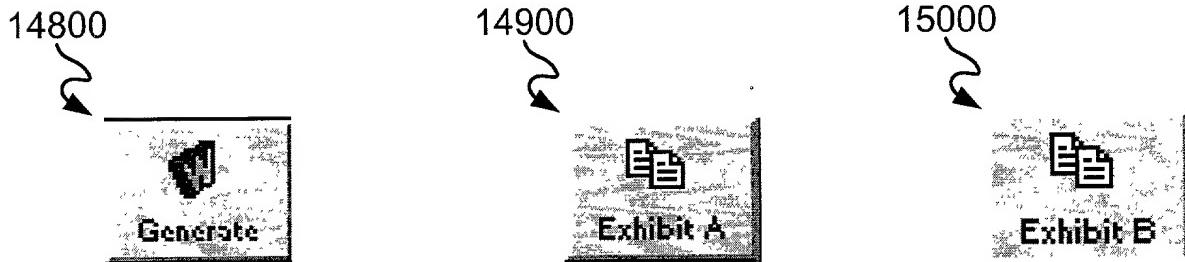


FIG. 148

FIG. 149

FIG. 150

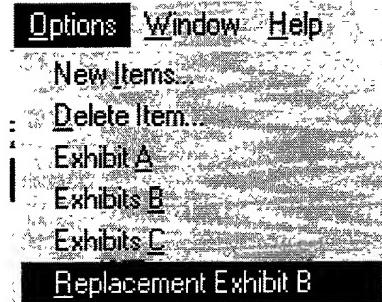
15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	8/1/98	2/24/08	No Date
BEEF-WHOPPER 4.0 OZ.	8/1/98	2/24/08	No Date
BEEF-WHOPPER JR 2.8 OZ.	8/1/98	2/24/08	No Date

FIG. 151

15200



15300



FIG. 153

FIG. 152

0 3 6 4 5 8 3 0 0 3 3 3 0 0

15400

IDENTIFYING A CONTRACT UTILIZING A GRAPHICAL USER INTERFACE

15402

ASSOCIATING THE CONTRACT WITH AN ITEM TO BE DISTRIBUTED UTILIZING THE GRAPHICAL USER INTERFACE

15404

PREVENTING THE ITEM FROM BEING ASSOCIATED WITH MORE THAN ONE CONTRACT

15406

FIG. 154

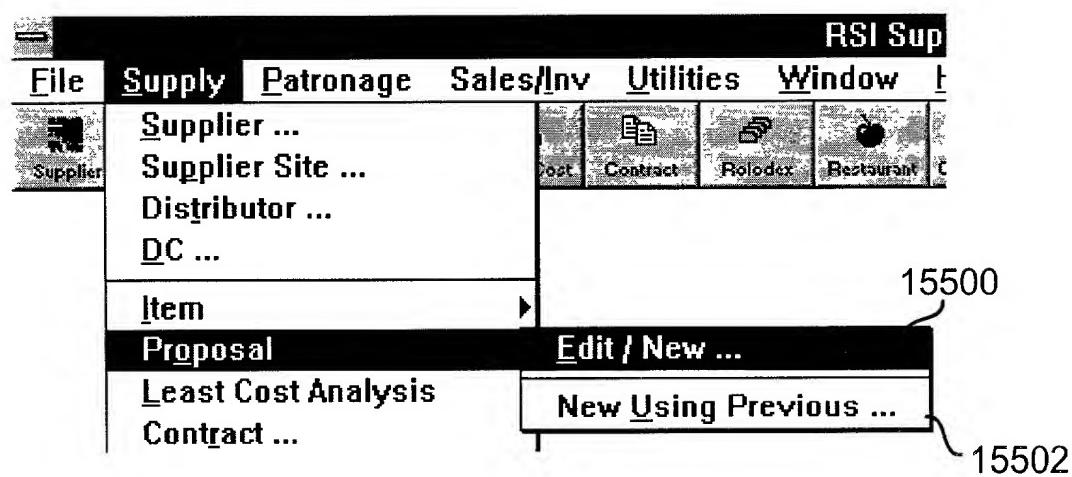


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | View Bid

Proposal Information

Proposal ID: 1021 **Proposal Due Date:** 06/12/97

Proposal Name: Foam Hot Cups & Polystyrene Lids **Contract Begin Date:** 07/01/97

Buyer Name: Dennis Clabby **Contract End Dates:** 06/30/98

Actions

#	Date:	Action Description:
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.

FIG. 156

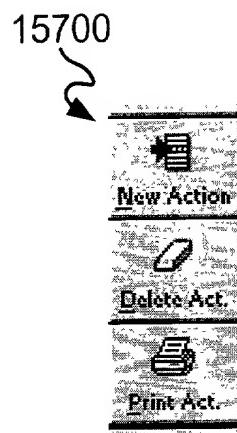


FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rst Usage Templates View Bid

Search Query Reset

Query Values

2 Rows Selected

Item Description
CUP-HOT

Item Description
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

FIG. 158

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info	Items	Suppliers	DCs	FOB Price	DC/Rest	Usage	Templates	Recreate Bid																				
<input type="button" value="Search"/> <input type="button" value="Query"/> <input type="button" value="Reset"/>																												
6 Rows Found																												
<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left; padding: 2px;">Item Description</th> <th style="text-align: right; padding: 2px;">15902</th> </tr> </thead> <tbody> <tr> <td>CUP-HOT 12 OZ (PAPER)</td> <td style="text-align: right; padding: 2px;">DRY</td> </tr> <tr> <td>CUP-HOT 16 OZ (PAPER)</td> <td style="text-align: right; padding: 2px;">DRY</td> </tr> <tr> <td>CUP-HOT 8 OZ (PAPER)</td> <td style="text-align: right; padding: 2px;">DRY</td> </tr> </tbody> </table>				Item Description	15902	CUP-HOT 12 OZ (PAPER)	DRY	CUP-HOT 16 OZ (PAPER)	DRY	CUP-HOT 8 OZ (PAPER)	DRY	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left; padding: 2px;">Item Description</th> <th style="text-align: right; padding: 2px;">15906</th> </tr> </thead> <tbody> <tr> <td>CUP-HOT 12 OZ (DRY)</td> <td style="text-align: right; padding: 2px;">></td> </tr> <tr> <td>CUP-HOT 16 OZ (500 CT) (DRY)</td> <td style="text-align: right; padding: 2px;">></td> </tr> <tr> <td>CUP-HOT 8 OZ (DRY)</td> <td style="text-align: right; padding: 2px;"><</td> </tr> <tr> <td>LID-HOT 12/16 OZ (DRY)</td> <td style="text-align: right; padding: 2px;"><</td> </tr> <tr> <td>LID-HOT 8 OZ (DRY)</td> <td style="text-align: right; padding: 2px;"><</td> </tr> </tbody> </table>					Item Description	15906	CUP-HOT 12 OZ (DRY)	>	CUP-HOT 16 OZ (500 CT) (DRY)	>	CUP-HOT 8 OZ (DRY)	<	LID-HOT 12/16 OZ (DRY)	<	LID-HOT 8 OZ (DRY)	<
Item Description	15902																											
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CUP-HOT 16 OZ (PAPER)	DRY																											
CUP-HOT 8 OZ (PAPER)	DRY																											
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CUP-HOT 16 OZ (500 CT) (DRY)	>																											
CUP-HOT 8 OZ (DRY)	<																											
LID-HOT 12/16 OZ (DRY)	<																											
LID-HOT 8 OZ (DRY)	<																											
<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left; padding: 2px;">Item Description</th> <th style="text-align: right; padding: 2px;">15904</th> </tr> </thead> <tbody> <tr> <td>CUP-HOT 12 OZ (PAPER)</td> <td style="text-align: right; padding: 2px;">></td> </tr> <tr> <td>CUP-HOT 16 OZ (PAPER)</td> <td style="text-align: right; padding: 2px;">></td> </tr> <tr> <td>CUP-HOT 8 OZ (PAPER)</td> <td style="text-align: right; padding: 2px;">></td> </tr> </tbody> </table>				Item Description	15904	CUP-HOT 12 OZ (PAPER)	>	CUP-HOT 16 OZ (PAPER)	>	CUP-HOT 8 OZ (PAPER)	>	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left; padding: 2px;">Item Description</th> <th style="text-align: right; padding: 2px;">15908</th> </tr> </thead> <tbody> <tr> <td>CUP-HOT 12 OZ (DRY)</td> <td style="text-align: right; padding: 2px;"><</td> </tr> <tr> <td>CUP-HOT 16 OZ (500 CT) (DRY)</td> <td style="text-align: right; padding: 2px;"><</td> </tr> <tr> <td>CUP-HOT 8 OZ (DRY)</td> <td style="text-align: right; padding: 2px;"><</td> </tr> <tr> <td>LID-HOT 12/16 OZ (DRY)</td> <td style="text-align: right; padding: 2px;"><</td> </tr> <tr> <td>LID-HOT 8 OZ (DRY)</td> <td style="text-align: right; padding: 2px;"><</td> </tr> </tbody> </table>					Item Description	15908	CUP-HOT 12 OZ (DRY)	<	CUP-HOT 16 OZ (500 CT) (DRY)	<	CUP-HOT 8 OZ (DRY)	<	LID-HOT 12/16 OZ (DRY)	<	LID-HOT 8 OZ (DRY)	<
Item Description	15904																											
CUP-HOT 12 OZ (PAPER)	>																											
CUP-HOT 16 OZ (PAPER)	>																											
CUP-HOT 8 OZ (PAPER)	>																											
Item Description	15908																											
CUP-HOT 12 OZ (DRY)	<																											
CUP-HOT 16 OZ (500 CT) (DRY)	<																											
CUP-HOT 8 OZ (DRY)	<																											
LID-HOT 12/16 OZ (DRY)	<																											
LID-HOT 8 OZ (DRY)	<																											
5 Rows Selected																												

FIG. 159

16000

Main Info | Items | Suppliers | DCs | **FOB Price | DC/Rest | Usage | Templates | Recreate Bid**

Select The Appropriate FOB Price Component Worksheet For Each Item.

Item Description MAYO-BULK	FOB Price Component <div style="border: 1px solid black; padding: 2px; width: 100%;"> Mayonaise Components (None Selected) Generic FOB Pricing Mayonaise Components </div>
--------------------------------------	---

FIG. 160

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC Item Growth	Projected Unit Usage
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37

FIG. 161

16200

DISPLAYING A GRAPHICAL USER INTERFACE IN RESPONSE
TO A REQUEST TO CREATE A BID PROPOSAL

16202

RECEIVING INFORMATION UTILIZING THE GRAPHICAL USER
INTERFACE

16204

GENERATING A BID PROPOSAL USING THE INFORMATION,
WHEREIN THE INFORMATION IS SELECTED FROM THE
GROUP CONSISTING OF A BUYER NAME, A DUE DATE, A
CONTRACT BEGIN DATE, AND A CONTRACT END DATE

16206

FIG. 162



FIG. 163

A screenshot of a software interface showing a list of templates. The list is presented in a table with four columns: "Supply", "MS", "Editable", and "Word". The "Word" column contains "Y/N" values. A black arrow points from the text "16400" to the "Word" column.

Supply	MS	Editable	Word
Bid Proposal Cover Letter	Y	Y	Y
General Terms and Conditions	Y	N	N
Usage Estimates	Y	N	N
Supplier Facility Worksheets	Y	N	N
Item Information Worksheets	Y	N	N
Sample Supply Agreement	Y	N	N
BK Specification Request	Y	N	N
FOB Price Component	Y	Y	Y
Truckload Freight Worksheet	Y	N	N
LTL Freight Worksheet	Y	N	N

FIG. 164

16500

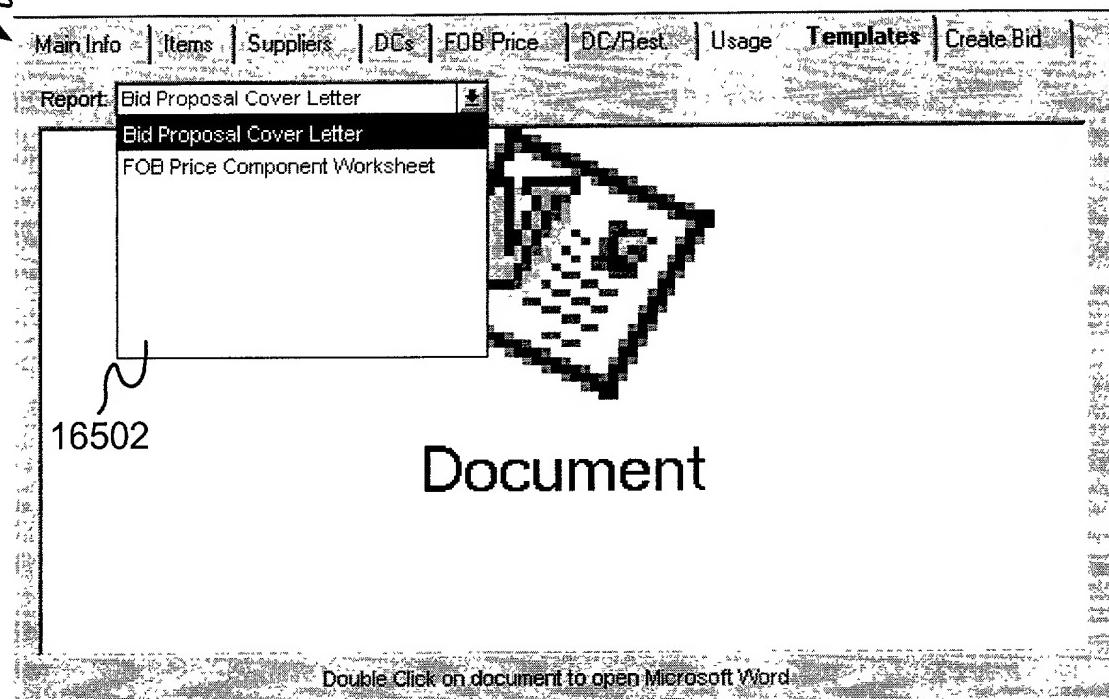


FIG. 165

16600

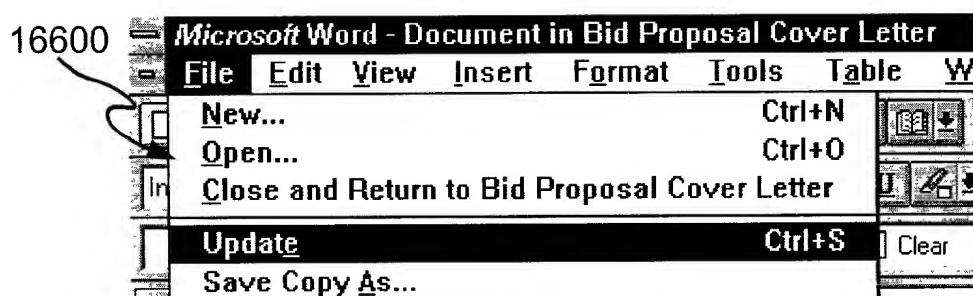


FIG. 166

16700

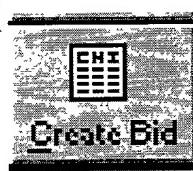
Bid Proposal Sent!

Bid Proposal Will Include Checked Documents

General		Cost	
Bid Proposal Cover Letter	<input checked="" type="checkbox"/>	FOB Price Component Worksheet	<input checked="" type="checkbox"/>
General Terms & Conditions	<input checked="" type="checkbox"/>	Truckload Freight Worksheet	<input checked="" type="checkbox"/>
Usage Estimates	<input checked="" type="checkbox"/>	LTL Freight Worksheet	<input checked="" type="checkbox"/>
Supplier Facility Worksheet	<input checked="" type="checkbox"/>	Blank Sheets	
Item Information Worksheet	<input checked="" type="checkbox"/>	Supplier Facility Worksheet	<input checked="" type="checkbox"/>
Sample Supply Agreement	<input checked="" type="checkbox"/>	Item Information Worksheet	<input checked="" type="checkbox"/>
BK Specification Request	<input checked="" type="checkbox"/>	FOB Price Component Worksheet	<input checked="" type="checkbox"/>
* LTL Freight Worksheet will be printed by system if necessary			

FIG. 167

16800



16900

Report: Item Information Worksheet **Supplier:** (all)

7/2/97

Bid Proposal Cover Letter	<input checked="" type="checkbox"/>
FOB Price Component Worksheet	<input checked="" type="checkbox"/>
General Terms & Conditions	<input checked="" type="checkbox"/>
Item Information Worksheet	<input checked="" type="checkbox"/>
LTL Freight Worksheet	<input checked="" type="checkbox"/>
Sample Supply Agreement	<input checked="" type="checkbox"/>
Supplier Facility Worksheet	<input checked="" type="checkbox"/>

Restaurant Services, Inc.
Item Information Worksheet

ATTY

DS

FIG. 169

17000

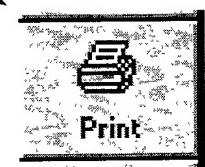


FIG. 170

17100



FIG. 171

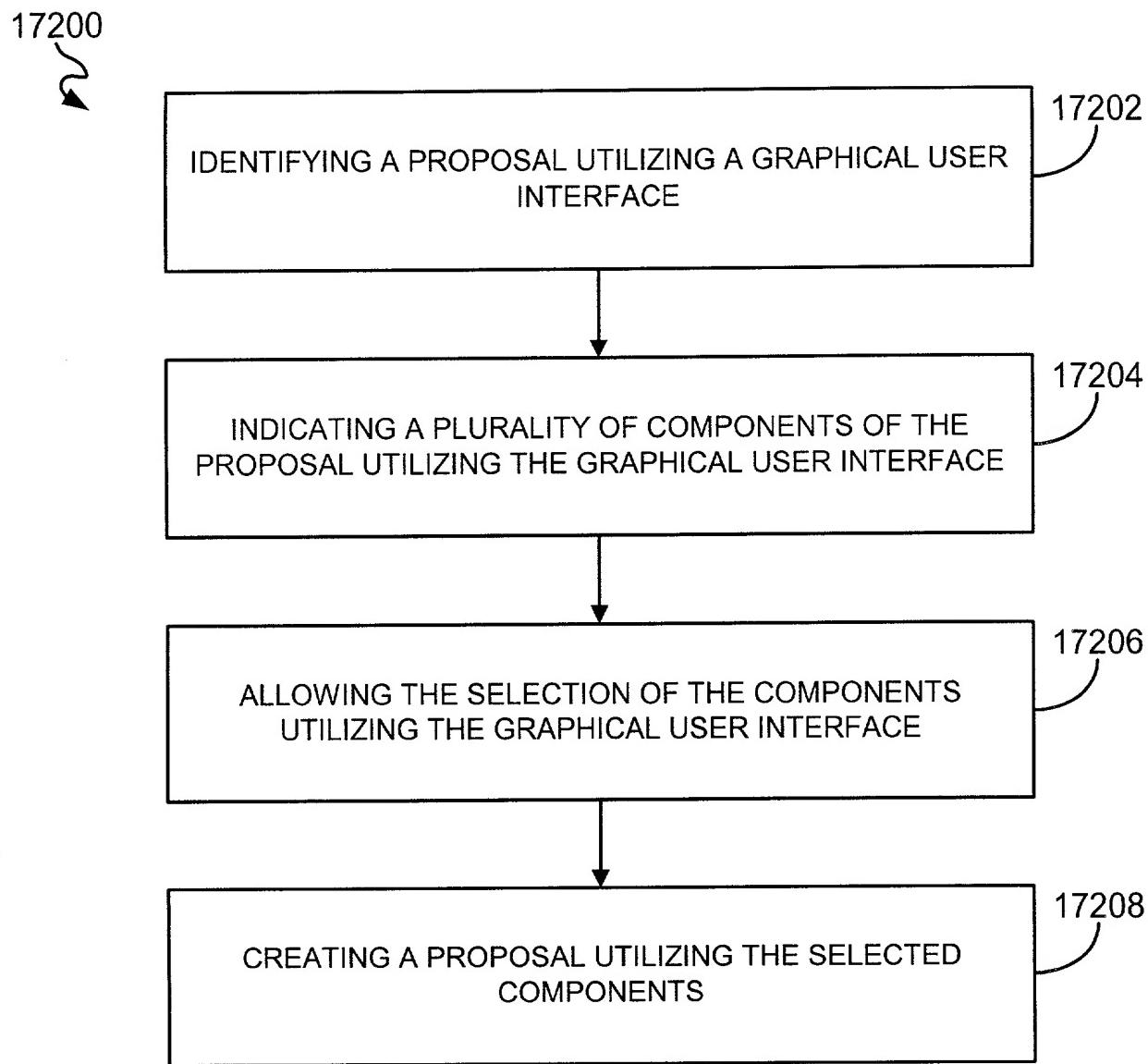


FIG. 172

17300

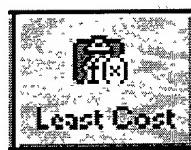


FIG. 173

17400

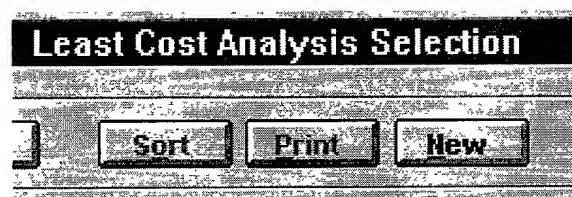


FIG. 174

17500

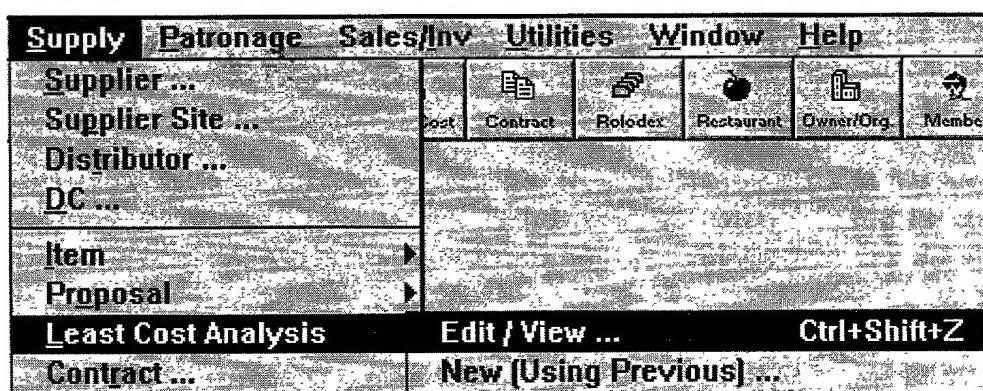


FIG. 175

Bid Proposal Name: (None)

Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)
Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600

FIG. 176

17700

SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING
A GRAPHICAL USER INTERFACE, EACH OPTION
CORRESPONDING TO A SEPARATE TECHNIQUE OF
CREATING AN ANALYSIS

17702

GENERATING A NEW ANALYSIS UPON THE SELECTION OF A
FIRST OF THE OPTIONS

17704

EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF
A SECOND OF THE OPTIONS

17706

INTEGRATING A BID PROPOSAL WITH AN INTEGRATED
ANALYSIS UPON THE SELECTION OF A THIRD OF THE
OPTIONS

17708

FIG. 177

17800

Analysis Name: Hash Brown Actual

Analysis ID: 1036

Buyer: Dennis Clabby

Period of Agreement: 10/1/97 THRU 9/30/98

Unit Of Measure: CASE(S)

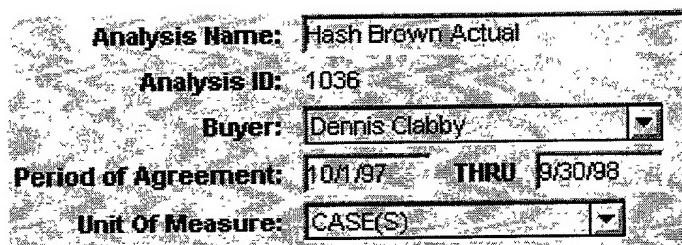


FIG. 178

17900

Version (1) of (9) Base version

What is the max # of FOB points to allocate to each DC ? One FOB

What is pricing method for this version ? FOB + Freight

What is the RSI Invoice FOB Upcharge (Downcharge) ? 0.0000

Override RDC Truckload Validation? No

Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

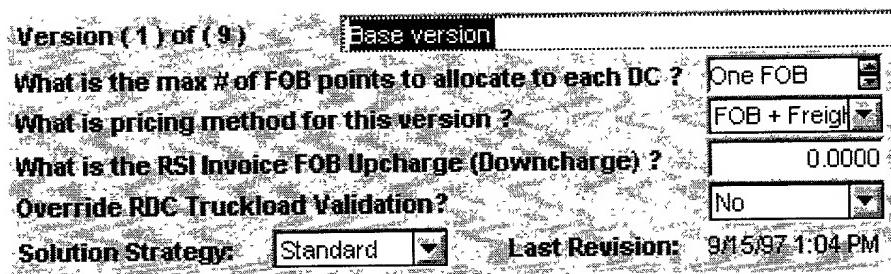


FIG. 179

18000



FIG. 180

18100

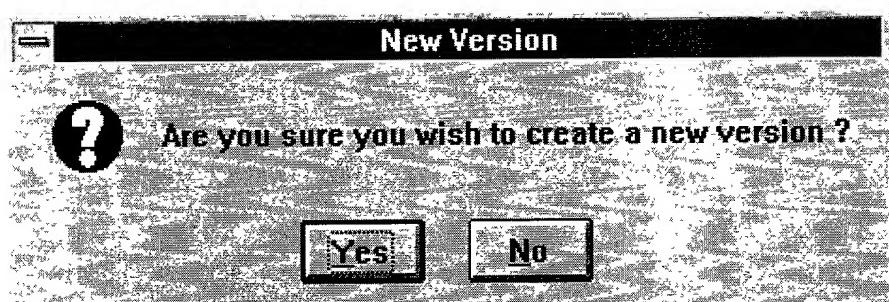


FIG. 181

18200

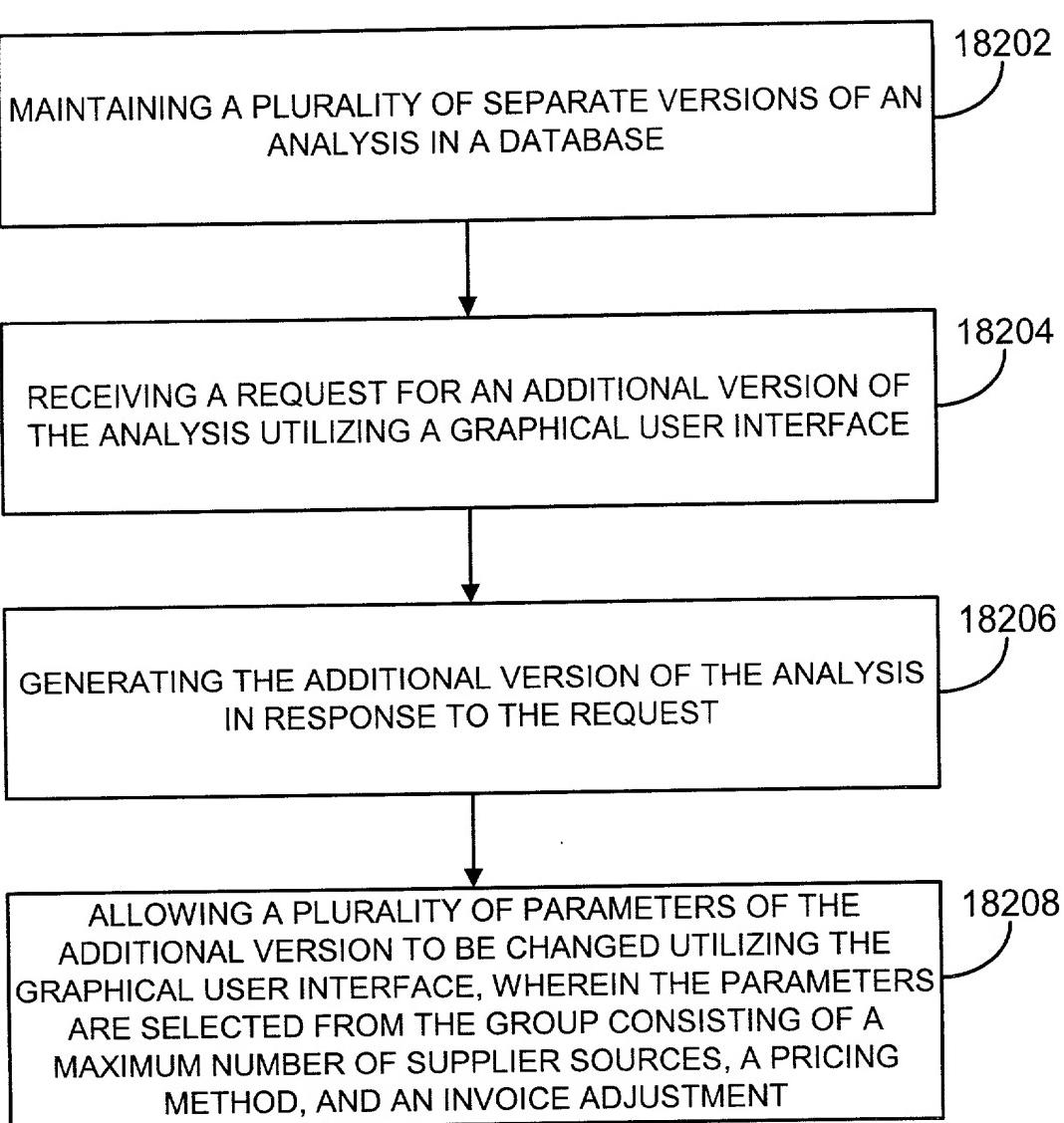


FIG. 182

18300

Search Query Reset

Query Values

Supplier FOB
DOP

7 Rows Selected

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE

> >

18302

FIG. 183

18400

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184

18500

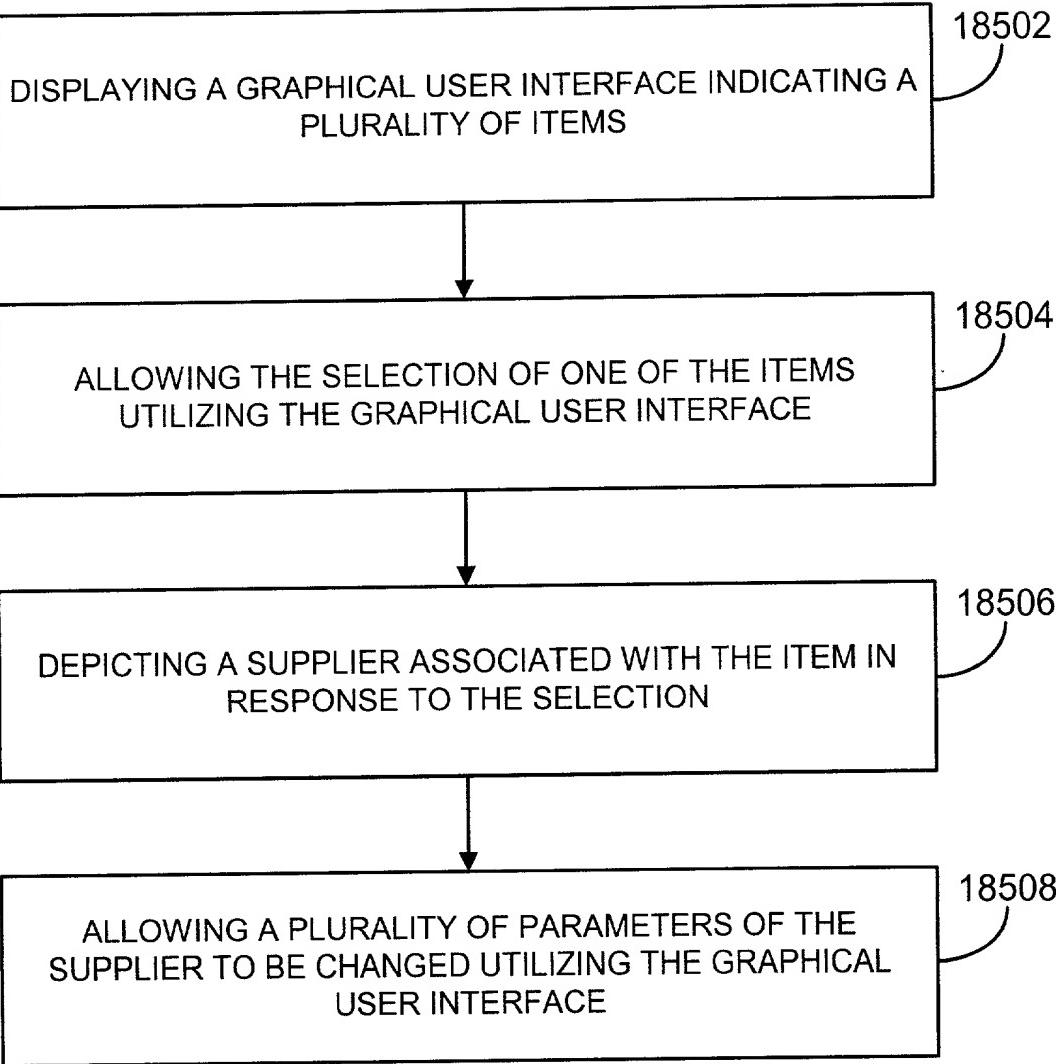


FIG. 185

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA
Supplier Item Desc: 16 OZ COLD CUP	Item No: CP2942
Items per Case:	Tie Qty: 5
Innerpack Contents: 1200	High Qty: 5
Item Size:	Cases Per Pallet: 25
Item Shelf Life:	Stacking Allowed: <input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length: 22.125	Mandatory:
Case Width: 15.125	Case Cube: 3.43 CUBIC FEET
Case Depth: 17.75	Cases Per Truckload: 769
Case UOM INCHES	Gross Weight: 29.28 POUND(S)
	Net Weight: 27.28 POUND(S)

FIG. 186

18700



Update

FIG. 187

18800

ENTERING A QUERY IN A SEARCH FIELD OF A GRAPHICAL
USER INTERFACE FOR SEARCHING FOR A PLURALITY OF
SUPPLY CHAIN COMPONENTS

18802

LISTING RESULTS OF THE SEARCH IN A RESULTS FIELD OF
THE GRAPHICAL USER INTERFACE

18804

SELECTING THE RESULTS FROM THE RESULTS FIELD FOR
INCLUSION IN A SUPPLY CHAIN ANALYSIS

18806

FIG. 188

18900



Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		Pallet	200,000,000		<input type="checkbox"/> Yes <input checked="" type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
LAMB-WESTON, INC - PASCO, WA	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC - RICHLAND WA	0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC - AMERICAN FALLS ID	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000



Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
NESTLE FOOD COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		Pallet	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
MCCAIN FOODS, LTD - PRINCE EDWARD ISLAND	18,000,000	30,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
MCCAIN FOODS LTD - PORTAGE LE PRAIRIE	45,000,000	50,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
MCCAIN FOODS, INC - OTHELLO, WA	27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

19100

DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING A
GRAPHICAL USER INTERFACE

19102

DETERMINING A MINIMUM VALUE AND A MAXIMUM VALUE
OF CAPACITY LEVELS ASSOCIATED WITH THE SUPPLIER
SITES UTILIZING THE GRAPHICAL USER INTERFACE

19104

CONDITIONALLY EXCLUDING THE SUPPLIER SITES FROM A
SUPPLY CHAIN ANALYSIS UTILIZING THE GRAPHICAL USER
INTERFACE

19106

FIG. 191

19200

Supplier	#	Volume
HUDSON INDUSTRIES	0	
INTERNATIONAL-DIVERSEFOODS	0	
SUPERIOR COFFEE & FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8 4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9 2300	0	

FIG. 192

19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

19500

Item Description	Supplier FOB		
FRIES-COATED	CAVENISH-PRINCE EDWARD		
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON		
FRIES-COATED	LAMB-WESTON, INC.-PASCO, WA		
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0 3750	0	0
AMERISERVE-PLYMOUTH, MN	0 3850	0	0
AMERISERVE-WAUKESHA	0 3670	0	0
FLEMING FOODS-KAPOLEI	0 4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

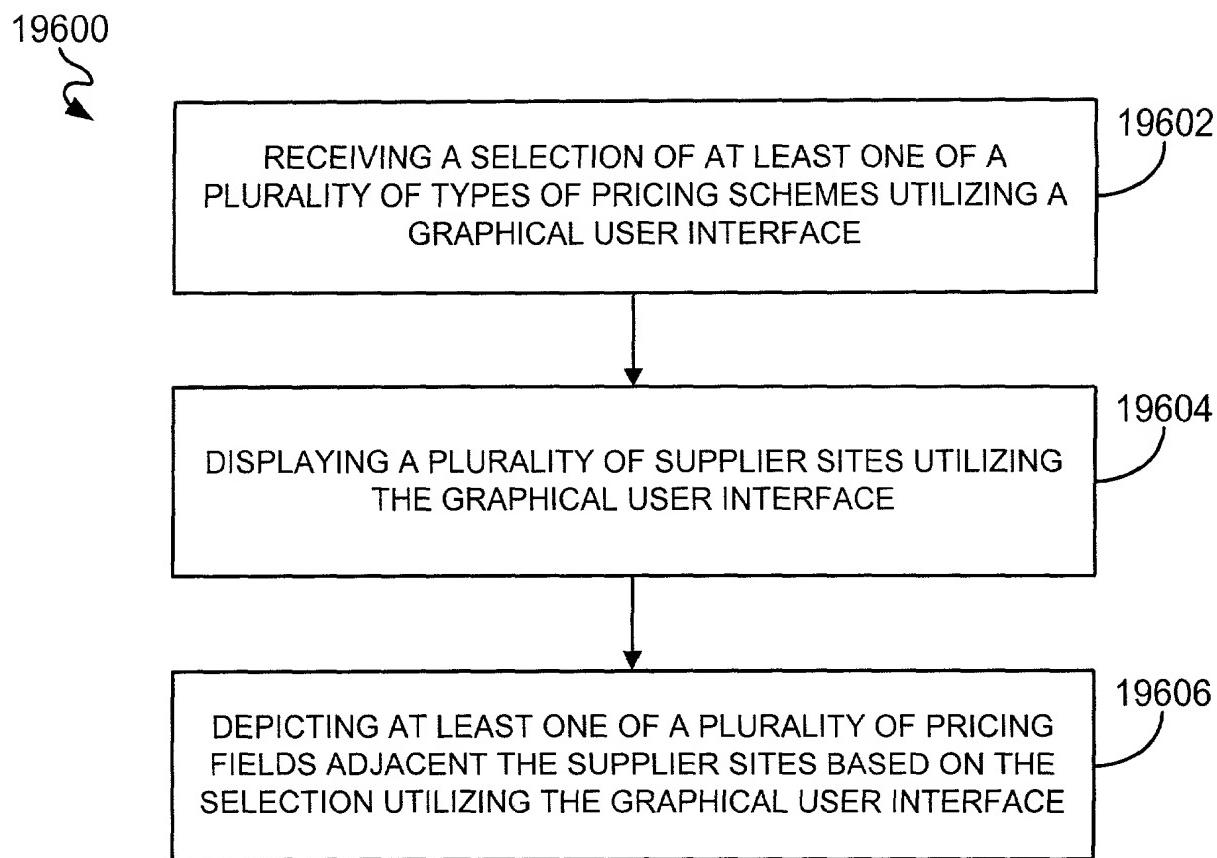


FIG. 196

19700

Total Rest. Growth Amount		Usage Period	
5.00% ~ 19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVE/POST-ALBUQUERQUE	27	5.00%	28
AMERISERVE/POST-DENVER	35	5.00%	37
AMERISERVE/POST-SALT LAKE, UT	2	5.00%	2
AMERISERVE-OMAHA, NE	186	5.00%	174

FIG. 197

19800

Item	Item Growth %	Usage Period	
CHICKEN-PATTY	.00		
Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor
AMER-OMAMA	44,035	186	98.49%
AMER-PLYMOUTH	37,141	177	100.00%
AMER-MILWAUK	38,520	188	100.00%
Avg. # RM	DC/Item Growth	Projected Usage	
24.12	4.00%	49,205	
18.30	5.00%	40,823	
19.02	0.00%	42,909	

FIG. 198

19900

DISPLAYING A PLURALITY OF SUPPLY CHAIN
DISTRIBUTORS UTILIZING A GRAPHICAL USER INTERFACE

19902

ALLOWING THE ENTRY OF A GROWTH VALUE UTILIZING
THE GRAPHICAL USER INTERFACE

19904

CALCULATING A PROJECTED PARAMETER AMOUNT
ASSOCIATED WITH THE SUPPLY CHAIN DISTRIBUTORS
BASED ON THE GROWTH VALUE

19906

FIG. 199

20000

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center	Lane Restriction		Honor TL Rate
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded
AMERISERVE/POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded
AMERISERVE/POST-SALT LAKE UT	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded

20002

FIG. 200

20100

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center	Lane Restriction		
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required	<input type="radio"/> Excluded
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required	<input type="radio"/> Excluded

FIG. 201

20200

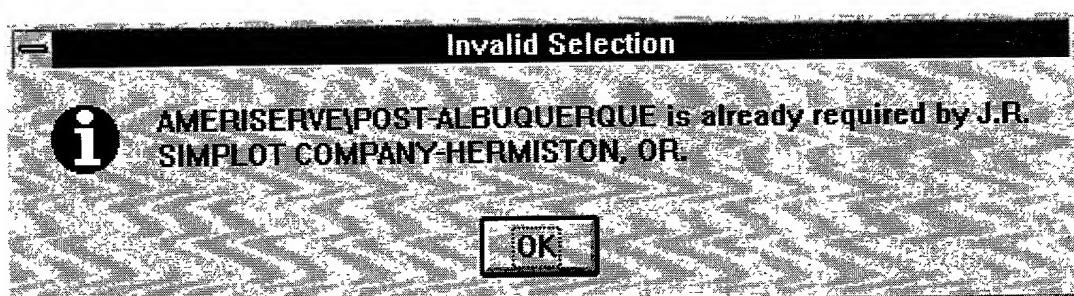


FIG. 202

20300

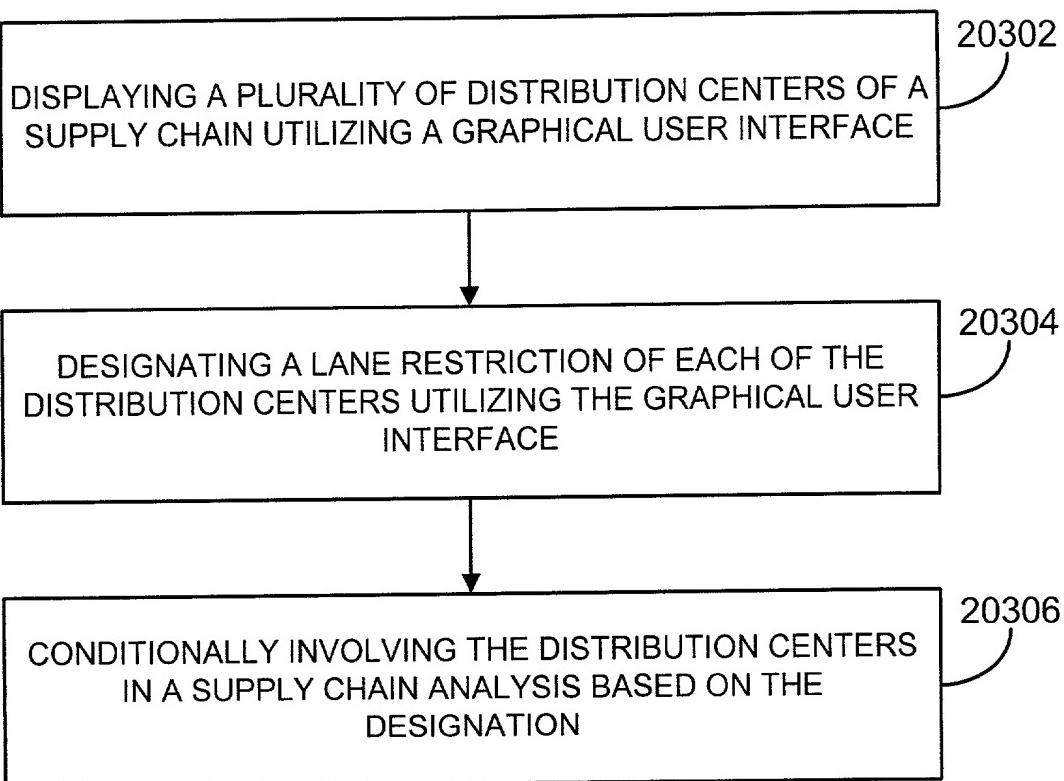


FIG. 203

20400

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center	Truckload Freight	Lane Distance	
AMERISERVE POST-ALBUQUERQUE	1,617		
AMERISERVE POST-DENVER	1,277		
AMERISERVE POST-SALT LAKE UT	691		

FIG. 204

20500

Supplier FOB		Address					
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904				
TYSON FOODS-GREEN FOREST AR	Green Forest	AR	72638				
TYSON FOODS-RUSSELLVILLE AR	Russellville	AR	72801				
Distribution Center	Weight Minimum	LTL LBS	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +
PS-ATLANTA	15,000					1.10	
PS-BURLINGTON	15,000	400.00				1.20	

FIG. 205

TOTAL WEIGHT 30000 LBS

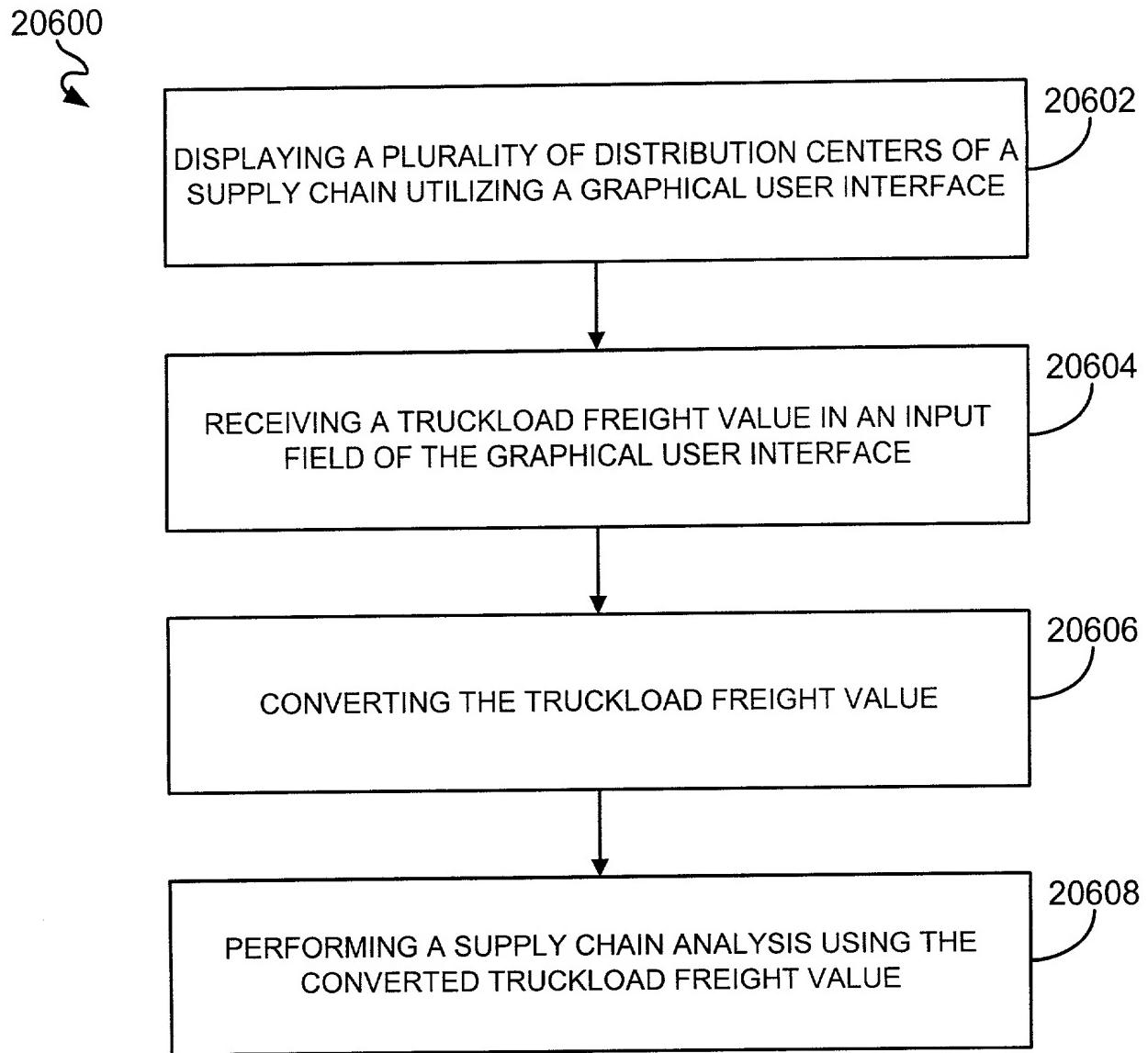


FIG. 206

20700

Analysis Region MCCABE-PORTLAND/MW-ANCHORAGE	Force FOB <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Distribution Center Name MCCABE QUALITY FOODS-PORTLAND RESTAURANTS MW-ANCHORAGE	Site Role Corporate & FOB Point Corporate & FOB Point

FIG. 207

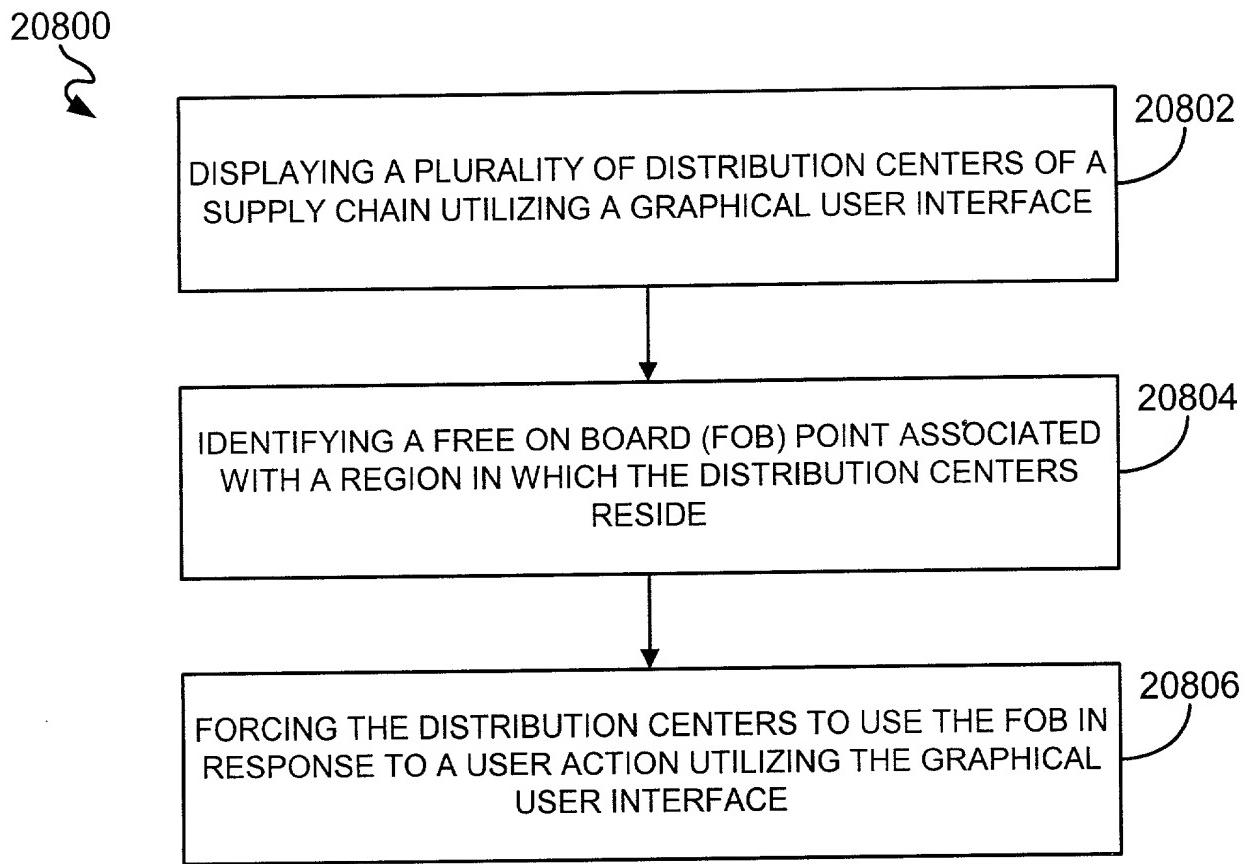


FIG. 208

20900

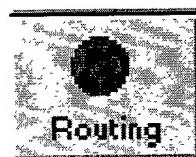


FIG. 209

21000

The screenshot shows a "Report Selection" dialog box. On the left, under "Report Type", "Optimal Product Routing" is selected. Below it, under "Report Parameters", "Supplier" is set to "(All)", "Supplier FOB" is set to "(All)", and "Distribution Center" is set to "(All)". At the bottom, "Version" is set to "Base Version". On the right, under "Report Name", several options are listed:

- Freight Information Provided
- LTL Routing Grid By Lane
- Routing Results By Lane
- Routing Results By Lane, Item
- Routing Results w/ RDC Breakout By Lane
- Routing Results w/ RDC Breakout By Lane, Item
- TL Freight Variance Analysis

FIG. 210

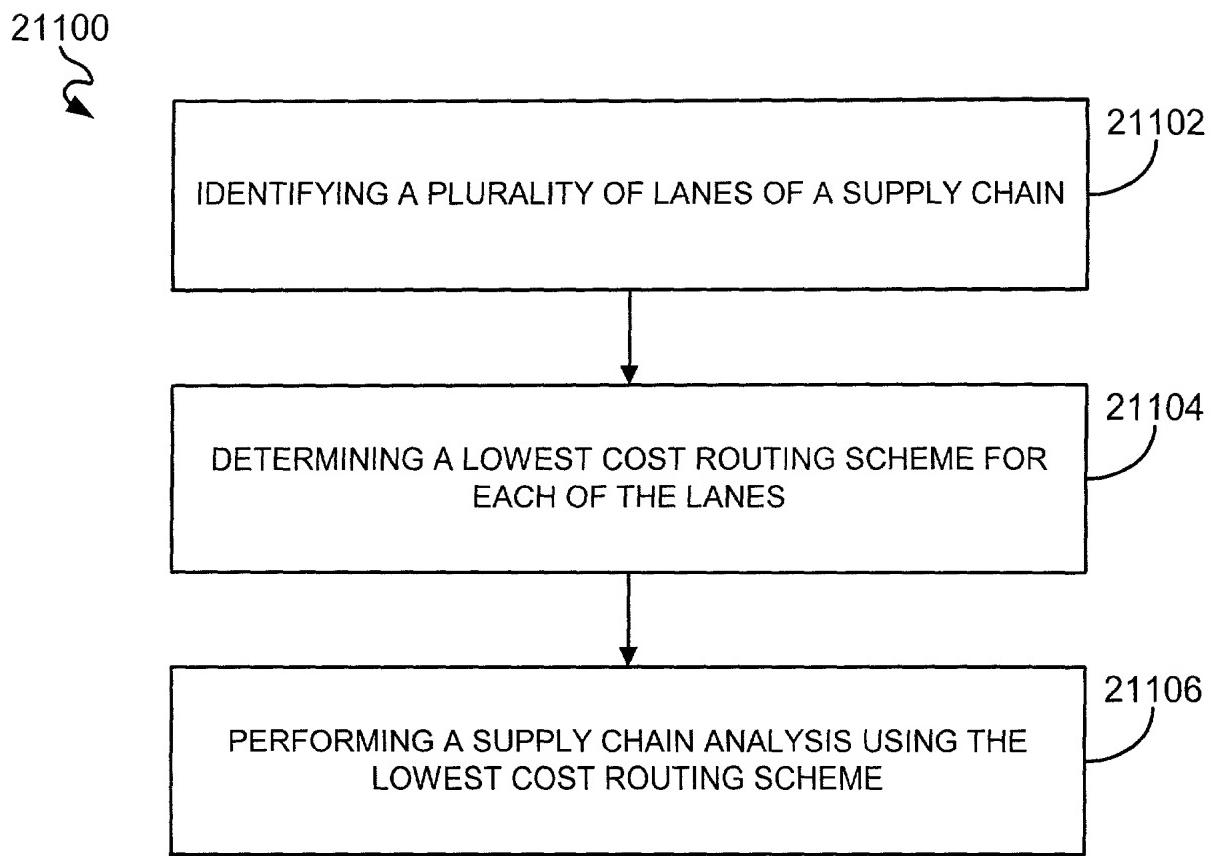


FIG. 211

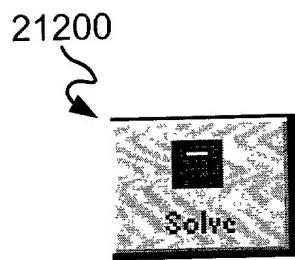


FIG. 212

21300

21302

The screenshot shows a software window titled "Report Selection". On the left, a vertical list of report types is displayed: "Awarded Volume", "Comparison Reports", "Cost Matrix Preview", "Optimal Product Routing", and "Tab Reports". The "Awarded Volume" option is highlighted with a black rectangle. On the right, a list of report names is shown, each preceded by a small icon and a plus sign. The first item, "Awarded Volume by Item - Detail", is also highlighted with a black rectangle. The background of the window has a subtle grid pattern.

Report Name
Awarded Volume by Item - Detail
New Capacity & Prices

FIG. 213

21400

- Awarded Volume by Item - Detail
- Awarded Volume by Item - Detail
- Awarded Volume by Item - Freight
- Awarded Volume by Item - Summary
- Competing DC Freight Analysis by Item
- Lane Assignment Matrix
- Lane Weighted Average Delivered Cost

FIG. 214

21500

- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (with conversion)
- Invoice FOB Detail Comparison (no conversion)
- Invoice FOB Detail Comparison (with conversion)
- Invoice FOB Savings Comparison (no conversion)
- Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

FIG. 216

21700

- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (with conversion)
- Invoice FOB Detail Comparison (no conversion)

FIG. 217

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes No

FIG. 218

21900



FIG. 219

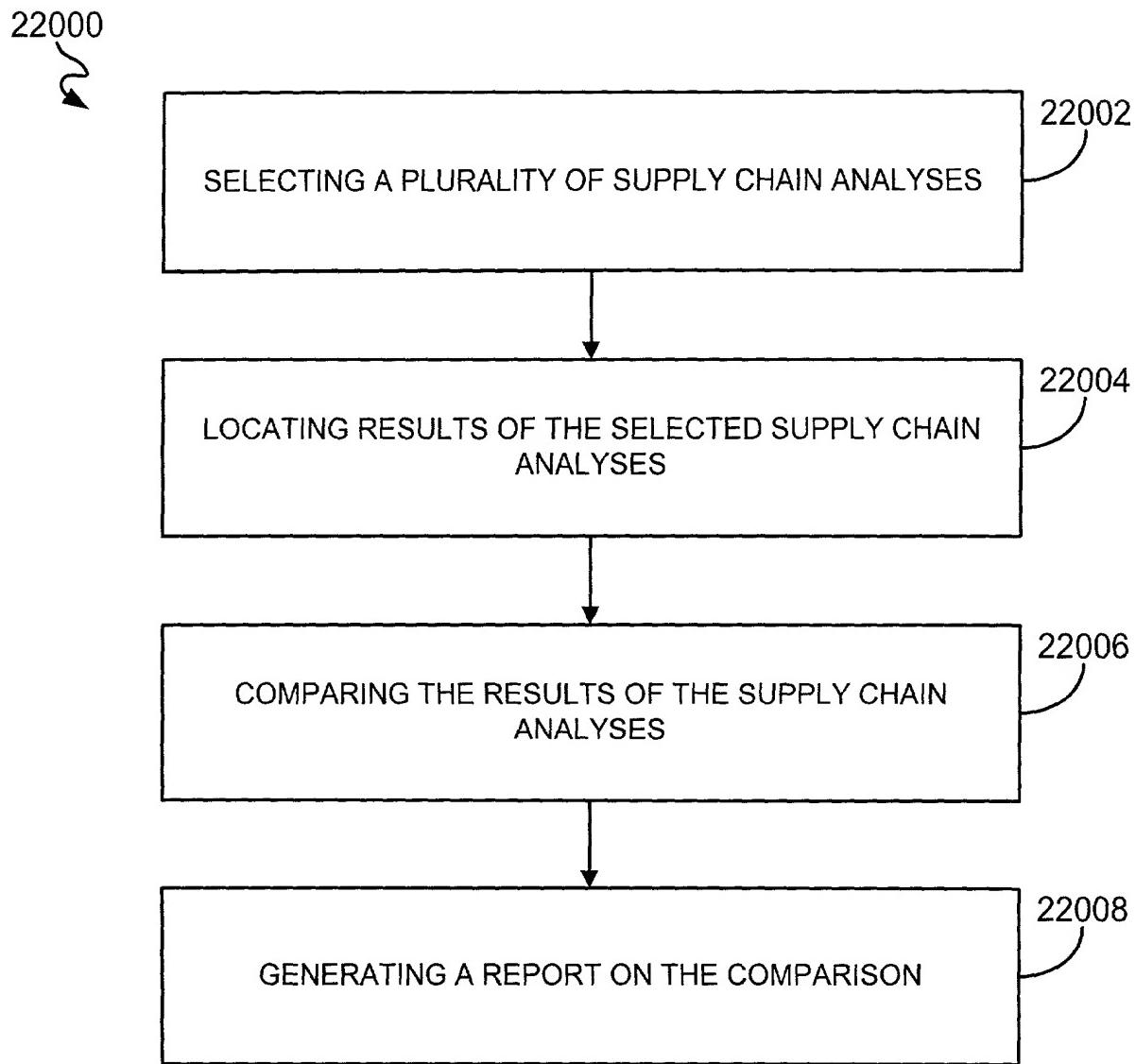


FIG. 220

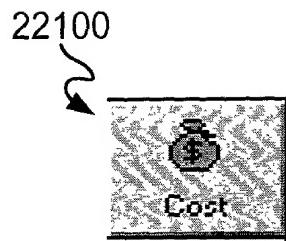


FIG. 221

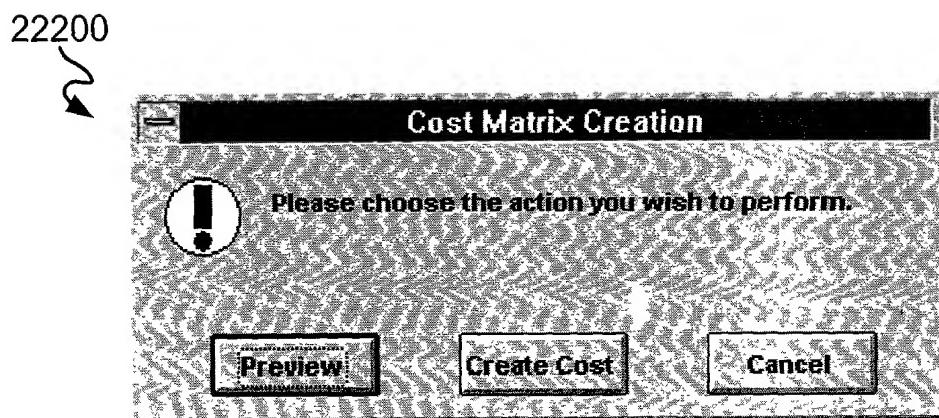


FIG. 222

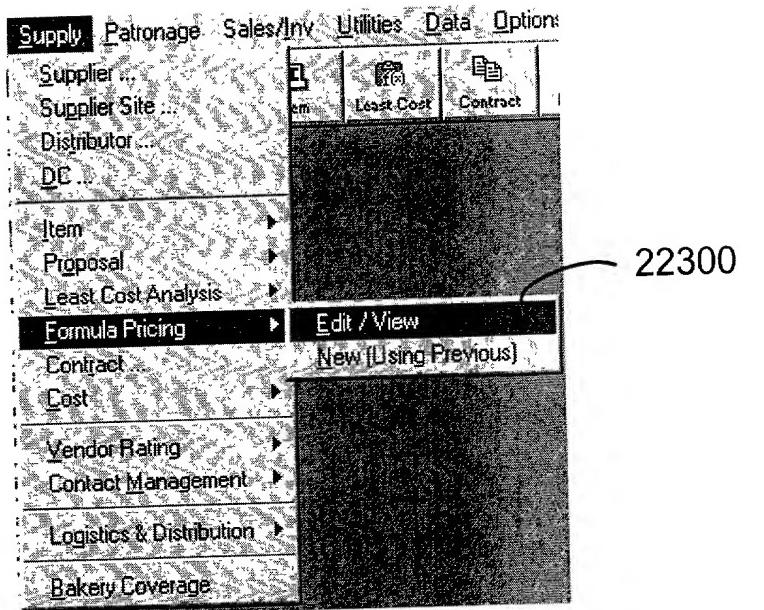


FIG. 223

The screenshot shows a dialog box titled 'Formula Pricing - BEEF - 77% - 04/06/98'. The dialog has several tabs at the top: General Info, Pricing, Freight, Formulas, Block Cost, and Adjustments. The 'General Info' tab is selected. The form contains the following fields:

Pricing ID:	12				
Description:	Beef Pricing 04/06/01				
Item:	BEEF - 77%				
Raw Material Pricing Date:	04/06/01	From:	03/23/01	To:	04/03/01
Cost Matrix Begin Date:	03/15/01	End Date:	03/28/01		
FOB Adjustment Amount:	0.0000				

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments									
Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN YW	FRSH DOM 90% LEAN BL	FRZN DOM 90% LEAN	IMP AUS	Fine Tchr Lean Beef	
03/23/98	0.8600	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7950		
03/24/98	0.8600	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400		
03/25/98	0.8600	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200		
03/26/98	0.8650	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000		
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400		
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998		
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000		
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.9840		
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200		
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600		
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659	0.8760		

FIG. 225

22600

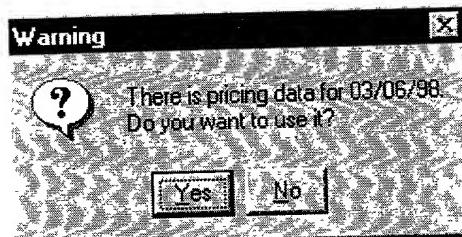


FIG. 226

22700

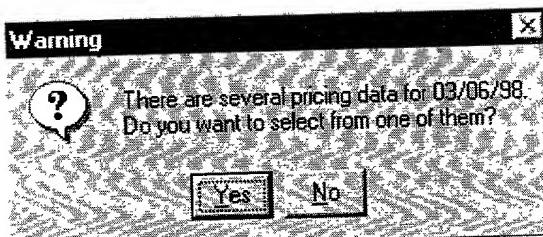


FIG. 227

22800

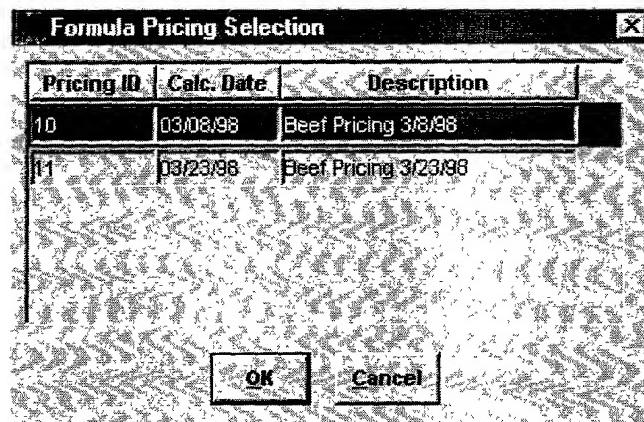


FIG. 228

22900

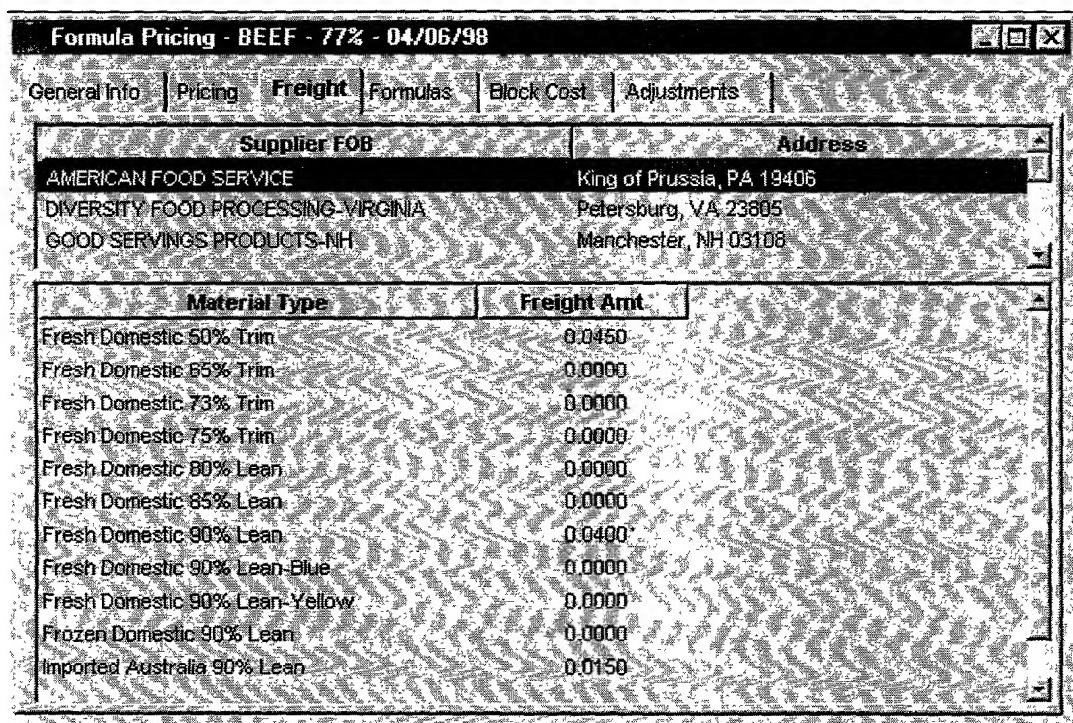


FIG. 229

23000

	FOBSTR		FOBSSTR		FD7STC		FD9ILC		FD9SLM		FD9OLC		IMAU98		LFTB	Total			
Formulas	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost					
AFS-1	0.3120	0.2871											0.1880	0.2134	0.4000	0.3324	0.1000	0.0911	0.9849
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1388							0.2000	0.2190	0.3200	0.3135			0.9941
GS-1	0.3270	0.3042											0.1730	0.1972	0.3600	0.3549	0.1400	0.1303	0.9866
S&C-1	0.2414	0.2200											0.1750	0.1951	0.3650	0.3571	0.1350	0.1236	0.9884
SER-1	0.3250	0.2926											0.3410	0.3802	0.2500	0.2452	0.1000	0.0896	0.9916
TEX-1	0.3090	0.2766											0.1750	0.1989	0.3650	0.3608	0.1350	0.1230	0.9765
WHL-1	0.3250	0.2958											0.4875	0.5165	0.1000	0.0986	0.1000	0.0890	1.0018
WIS-1	0.3325	0.2977																	

FIG. 230

23100

Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1732	<input checked="" type="checkbox"/>
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	<input checked="" type="checkbox"/>
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>
WHL-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>

FIG. 231

23200

Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9980	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

Amount	Adjustment Desc
0.1500	Upcharge

FIG. 232

23400



23300



23302

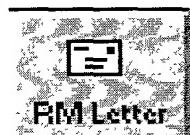


FIG. 234

FIG. 233

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1

Number of Rows: 14

Material Type	Begin Date	Percentage
Fresh Domestic 50% Trim	10/03/1997	31.2000%
Fresh Domestic 73% Trim	10/01/1996	20.0000%
Fresh Domestic 85% Lean	10/01/1997	5.0000%
Fresh Domestic 90% Lean	10/01/1997	18.8000%

Number of Rows: 6

FIG. 235

23600

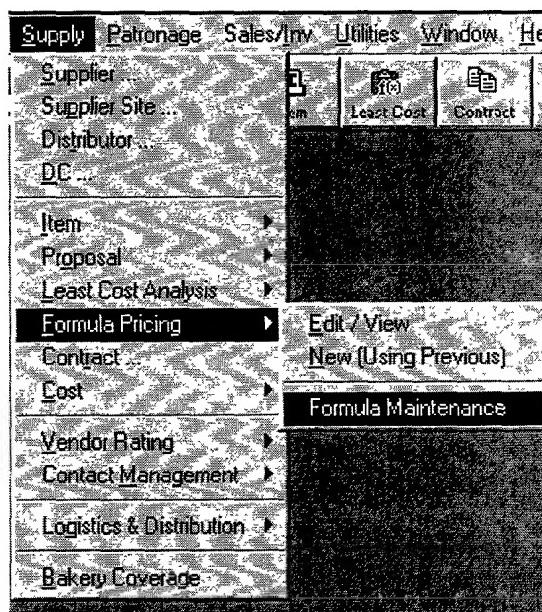


FIG. 236